



# In Sabah, Holding Onto Office Can Be as Hard as Winning It

By Barbara Crossette  
New York Times Service  
KOTA KINABALU, Malaysia — Joseph Pairin Kitingan is a man under siege.

For seven months, he has been trying to do his job of governing Sabah, on the northern tip of Borneo and one of Malaysia's wildest and remotest states. That would be challenge enough but that is not exactly his problem.

His real problem is this: Mr. Pairin, 43, a Christian and an ethnic Kadazan, was elected chief minister of Sabah in April in an upset victory over the candidates of two Moslem-led parties. The Kadazans are one of 16 indigenous ethnic groups in this ethnically diverse parliamentary democracy.

Since then, Mr. Pairin has been the target of what he says is legal and political harassment. The legal challenge includes an effort to overturn the election results.

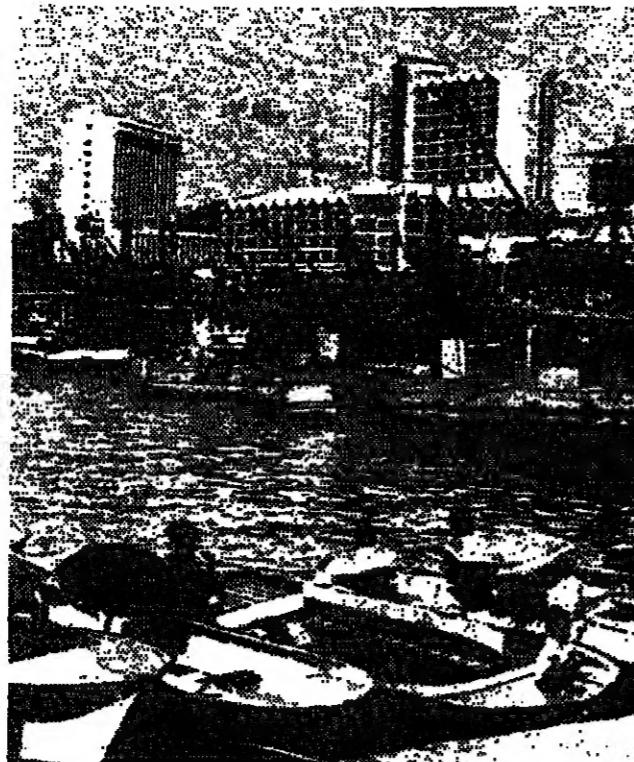
The outcome of the struggle between Mr. Pairin and his adversaries is viewed widely as a test of how much diversity and dissent Prime Minister Mahathir bin Mohamad will be willing to tolerate.

The situation is particularly tenacious for Mr. Pairin because one of the parties challenging his leadership belongs to the coalition government led by Mr. Mahathir. The prime minister, Mr. Pairin says, apparently has done nothing to restrain his Sabah colleagues.

Mr. Pairin's maverick status is a political oddity in Malaysia, where the prime minister has been working hard to limit Moslem Malays in full control of the government. Mr. Pairin leads the only state administration in opposition to Mr. Mahathir's National Front.



The New York Times  
The harbor area of Kota Kinabalu, the capital of Sabah state in Malaysia, and the state's chief minister, Joseph Pairin Kitingan, who was elected in an upset victory last April.



Two-fifths of Malaysia's population are Malays, slightly less than two-fifths are of Chinese descent and the rest are of Indian and Pakistani descent, plus those belonging to the 16 ethnic groups. The country is expected to hold a national election within the next 16 months.

The government could be doing more in expressing support for the elected government of this state," Mr. Pairin said. He added that he was thankful that at least the national government in Kuala Lumpur had appeared to accept the legitimacy of the April vote.

In Mr. Pairin's election victory, Sabah's Kadazan people—descendants of Borneo headhunters who form the state's ethnic majority—were joined by a large Chinese minority in turning out of office a minority Moslem state government led by Mr. Mahathir's political ally, Harris Salleh.

Voters told reporters at the time that they had rejected the Harris government because the former chief minister had signed away 95 percent of Sabah's oil and gas wealth to the national government and run up a foreign debt of nearly \$1 billion on showy construction projects.

The disaffected Sabahans also said they feared that proselytizing by Islamic preachers was intended to undermine their own ethnic and religious identities.

The problems faced by Mr. Pairin began before election results were announced.

In the middle of the night after polling day, Mr. Harris and his predecessor, Mustapha Harun, burst into the home of the state's ceremonial governor and forced him to swear in Mr. Mustapha as the state's chief minister. A lawyer for the governor, Adham Robert, described the ordeal as "terrifying, humiliating and exhausting."

Mr. Pairin says it was also clearly improper. Under the parliamentary system inherited from Britain, the party leader commanding the most seats in the State Assembly should have the first chance at forming a government. Mr. Pairin had 26 seats; Mr. Mustapha had 16, and Mr. Harris had 6. Since then, Mr. Pairin's margin has widened.

Although Mr. Pairin was eventually sworn in as head of government, the case was not closed. Mr. Mustapha went to court to argue that his title had been usurped. The final hearings in that lawsuit are in progress.

But Mr. Mustapha and Mr. Harris did not stop with a legal challenge.

Last summer, Mr. Pairin, gaining converts to his party, moved close to a two-thirds majority in the State Assembly and began preparing amendments to the constitution to assure, he said, that future transfers of power were "graciously and properly carried out."

His opposition countered by forcing a series of by-elections. In

three of them, the sitting Assembly members protested that their announced "resignations" were fraudulent. But the national election commission in Kuala Lumpur refused their appeals.

People of Sabah who backed Mr. Pairin and were euphoric last spring now seem stunned, saddened and angry.

The political consciousness of the Kadazans is only beginning to awaken with wider opportunities for travel and education. For many Sabahans, the election last April brought their first active involvement in politics.

What Kuala Lumpur may eventually maneuver Mr. Pairin into doing, politicians say, is to form a state coalition with one or both of the defeated Moslem-led parties. But this, a civil servant said, would certainly create problems for Mr. Pairin among his newly militant supporters.

"We don't want a coalition," an angry young business executive said. "We want the leader we elected."

■ Chinese Party Picks Leader

Tan Koon Swan has been elected president of Malaysia's largest Chinese political party, the Malaysian Chinese Association, Agence France-Presse reported Sunday from Kuala Lumpur.

Mr. Tan, 45, received 2,715 votes or 76.9 percent of ballot cast, to 909 for Neo Yee Fan. Mr. Neo had been the party's acting president for more than two years.

Mr. Tan's victory ended a 20-month struggle with Mr. Neo for control of the 400,000-member party, one of 11 in Mr. Mahathir's ruling coalition.

## WORLD BRIEFS

### China to Purge Party's Rural Branches

BELING (UPI) — China unveiled Monday a sweeping campaign to remove diehard Maoists and corrupt officials from rural branches of the Communist Party, the latest move in a drive to eliminate opposition to the free-market reforms of China's paramount leader, Deng Xiaoping.

A major policy statement distributed nationwide said that party members who had committed "serious mistakes" should be punished, and that "those who refuse to receive any education should be cleared out of the party organization."

The directive was published Monday on the front page of the People's Daily newspaper. It said that the latest stage of a two-year-old campaign against those resisting reform would cover more than 20 million party members in villages and townships. In two earlier stages, the campaign involved 20 million top- and middle-level party officials.

Murder Trial Ordered in Belushi Case

LOS ANGELES (UPI) — A judge ordered Cathy Evelyn Smith's Monday to stand trial for second-degree murder in the death of comedian John Belushi, who was found dead from an overdose of cocaine and heroin in a Hollywood hotel in 1982.

Judge James Nelson of the Los Angeles Municipal Court allowed Miss Smith, a former singer, to remain free on bail pending an arraignment Dec. 10 on the murder count and 13 counts of administering drugs.

Miss Smith's attorneys argued during a pre-trial hearing that she was only an errand runner who helped Mr. Belushi feed an insatiable drug habit.

■ Chinese Party Picks Leader

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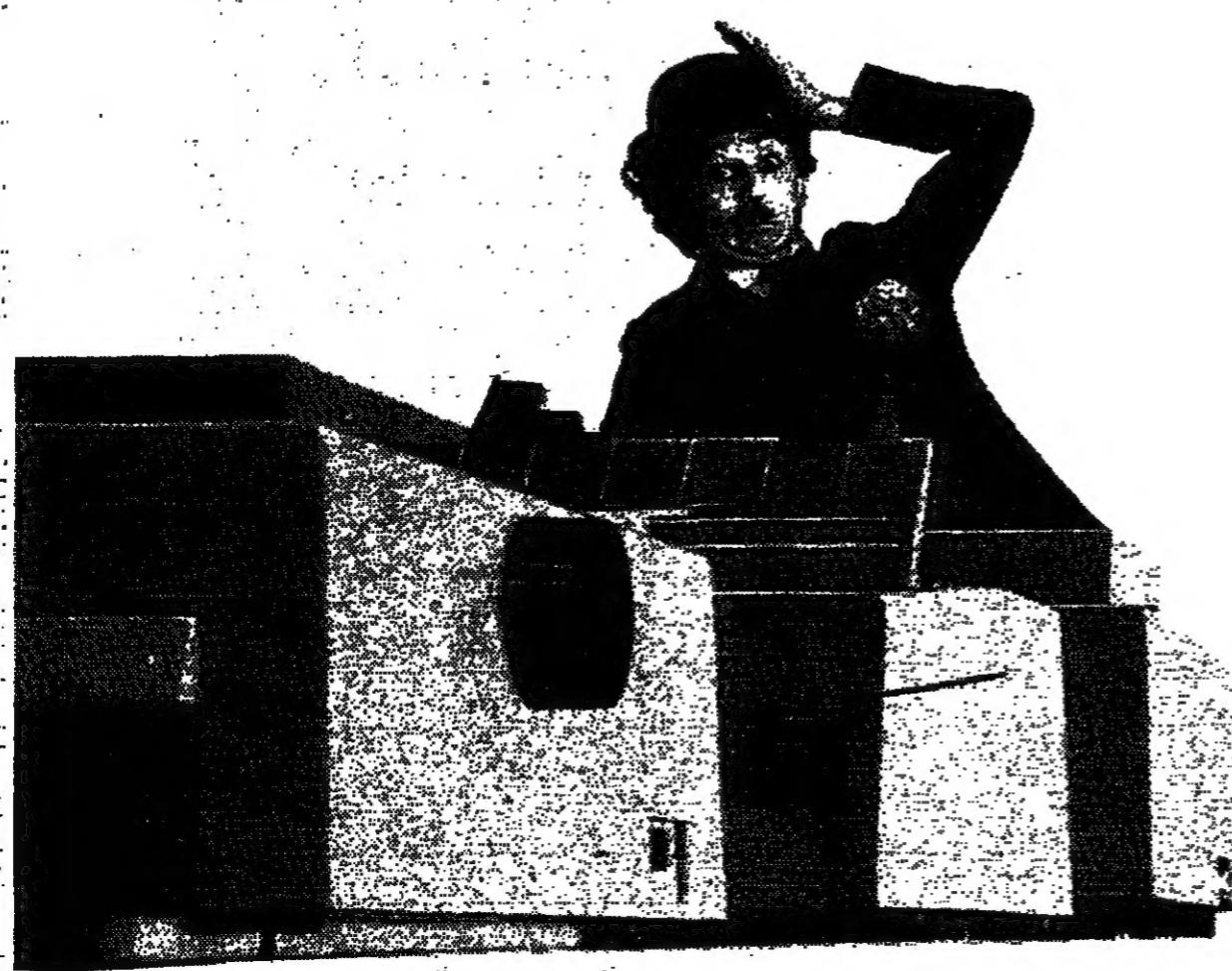
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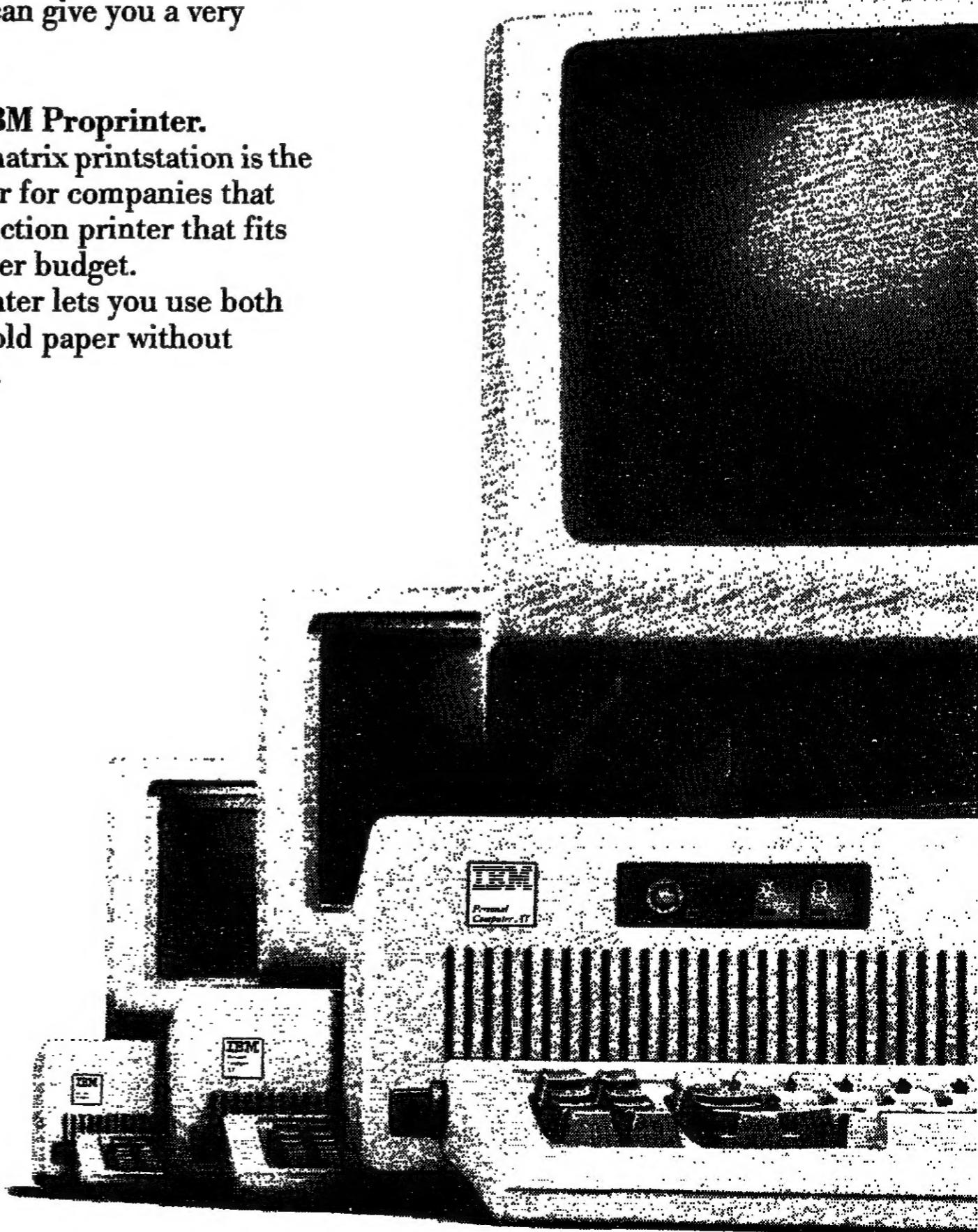
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## Opposition In Manila to Pick Single Challenger

*Agence France-Presse*

MANILA — The four leading members of the opposition have agreed that only one will challenge Ferdinand E. Marcos for the Philippines presidency, it was announced Monday.

Francisco Rodriguez, chairman of the National Unification Committee, which groups the major opposition parties, said that Salvador H. Laurel, Corazon Aquino, Jovito Salonga and Eva Estrada Kalaw had all agreed to the plan.

Analysts have given the opposition a chance of winning the election if it puts up a united front. The balloting is tentatively set for Feb. 7.

Mr. Rodriguez said the four had not yet agreed on how a challenger would be selected.

Mr. Laurel heads the largest opposition bloc, the United National Democratic Organization. Mrs. Aquino is the widow of Benigno S. Aquino Jr., the opposition figure who was assassinated two years ago. Mr. Salonga and Mr. Kalaw head rival wings of the Liberal Party.

Mr. Laurel and Mrs. Aquino are considered the leading contenders.

More than 27 million Filipinos will be eligible to vote in the election for the six-year presidential term the Commission on Elections said.

The figure includes approximately 2.5 million youths who will be old enough to vote for a president for the first time. Mr. Marcos has been in office since 1965.

### A Million Supporters

Supporters of Mrs. Aquino said Monday that they had collected more than a million signatures on a petition urging her to run. The Associated Press reported from Manila.

Mrs. Aquino, who has not formally announced her candidacy, had said she would consider a draft if her backers gathered the million signatures.

Dozens of Mrs. Aquino's followers cheered in the Manila headquarters of the petition drive when Joaquin Roces, the movement's leader, wrote the figure 1,005,832 on a scoreboard.

Mr. Roces, referring to the petition effort, said, "I believe this is the first time this has ever happened in the Philippines."

Organizers said that about 3,000 volunteers spent five weeks gathering the signatures in churches, government and private offices, public markets, parks, public transportation vehicles and on the streets of Manila and the provinces.

## European Nations Meet to Discuss Refugee Policies

*Reuters*

STOCKHOLM — The United Nations High Commissioner for Refugees, Poul Hartling, met senior officials from seven West European countries on Monday in conditions of strict secrecy to discuss the flood of political refugees into Europe.

Diplomatic sources said officials from Sweden, France, Britain, West Germany, Denmark, The Netherlands and Switzerland were taking part in the meeting, at which Mr. Hartling was expected to express concern about the emergence of restrictive immigration policies.

The meeting will explore the possibility of coordinating our approach to the growing numbers of people seeking asylum, "one diplomat said.

UN officials in Geneva said the possibility would center on the influx of refugees from areas such as the Middle East, and the widely differing rules applied by countries in deciding whether to grant asylum.

"Restrictive tendencies have developed in Europe," one official said, "and there is little reason to expect this trend to reverse."

Immigration has become a highly sensitive issue in several of the states involved.

Sweden, which organized Monday's talks after a UN-sponsored meeting in Geneva in May failed to produce agreement, has made it more difficult in the past year for refugees to enter.

### TRAVELLERS REASSURED 'WATER IN BOMBAY SAFE TO DRINK'

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truly ill-founded."



A supporter of Corazon Aquino signed a petition urging Mrs. Aquino to run for president of the Philippines.

## Newest U.S. Lobbyist for South Africa Is Aggressive, Well Paid — and Black

By Juan Williams  
*Washington Post Service*

WASHINGTON — He arrived here in 1978 with neither a college degree nor, by his admission, a dime in his pocket. After hitchhiking from Gastonia, North Carolina, he got a job sorting mail from 3 A.M. to 8 A.M.

He climbed the Republican ladder by taking jobs on Capitol Hill, and eventually landed a White House position. Today he runs his own consulting firm representing South Africa for \$390,000 a year.

His name is William A. Keyes, he is 32 and he is South Africa's newest lobbyist. He also is black.

One only lobbyist for South Africa, John P. Sears, is paid more by Pretoria, at \$500,000. A campaign manager for Ronald Reagan in 1980, Mr. Sears claims access to top Reagan administration officials.

Mr. Keyes's chief lobbying target, unlike that of Mr. Sears, is not the U.S. government. He takes aim at black Americans who have become the core of the anti-apartheid movement in the United States.

His qualifications for the job are his opinions — he supports the government of President Pieter W. Botha — and the fact that he is a black American, according to other lobbyists. They note that Mr. Keyes is unknown to black American leaders.

Since signing his contract with South Africa in August, Mr. Keyes has arranged meetings between black reporters and Louis Nel, South Africa's deputy minister of foreign affairs. He also has approached black American businessmen about opportunities in South Africa.

Mr. Keyes himself views the anti-apartheid movement with disapproval.

"One-man, one-vote is the principal question only for activists outside South Africa," he argues. "The principal question to men and women in South Africa is whether they will be able to provide for themselves and their families. After they deal with that, political participation comes into play."

"It's troubling to me," Mr. Keyes added, referring to American civil rights activists, "that people here in this country pursued a nonviolent course in the struggle to have their civil rights protected and yet will condone violent means in another country."

"It's not only distressing," he said. "It's downright hypocritical."

Mr. Keyes has made himself available for television interviews.

He appeared last month on Cable News Network just after Winnie Mandela, wife of Nelson Mandela, the imprisoned leader of the African National Congress, said in a taped interview that Mr. Botha was certain not to dismantle apartheid unless the United States applied "total" sanctions against South Africa.

Bernard Shaw, interviewer on CNN's "International Hour," turned to Mr. Keyes for his reaction.

Mr. Keyes shook his head and said: "It's important that we recognize in the U.S. the reality of the ANC as a terrorist outlaw organization which has perpetrated violence primarily against innocent black people."

He left the White House and tried unsuccessfully to start a black-oriented newspaper in Washington. Then he formed Black PAC, a black Republican political action committee that financed black Republican candidates. It was slow to attract money.

Unemployed for a year, Mr. Keyes signed up for a free trip to South Africa from the South Africa Foundation, which pays foundations to take fact-finding tours of South Africa. He met twice with Louis Nel, deputy minister of foreign affairs.

The second meeting, Mr. Keyes recalls, led to a more private, dinner-table discussion of black America's role in the growing U.S. anti-apartheid movement.

After meeting later with Foreign Minister R. F. Botha, Mr. Keyes signed his \$390,000 contract in

Economic Committee of Congress while leading the fight to gain approval of nation tax credits in the District of Columbia. In 1982, he went to the White House as a low-ranking domestic policy adviser.

In two years there, Mr. Keyes found himself ignored and treated "shabbily," according to former associates. He told one person that he "hated" his White House colleagues and that they did not respect him because they saw a "black face."

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Mr. Keyes has been calling to ask how they can start business deals with South Africa.

He said he had no "problem whatsoever so long as I have the opportunity to explain to people what it is that I am doing."

"One of the first things I do," he said, "is to remind people that South Africa is not just a political issue but a country that has people in it."

The question I ask people is, 'Does getting arrested out in front of the South African Embassy help solve any of those people's problems, or are there other programs we should put into effect if we really want to benefit those people?'



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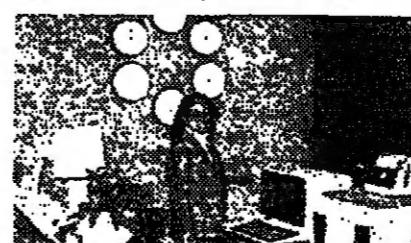
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## Courts Worldwide Are Lenient On Nuclear Theft, Study Finds

By Joanne Ormang  
*Washington Post Service*

WASHINGTON — Courts worldwide have shown "astonishing leniency" in sentencing criminals for the theft or smuggling of material used to make nuclear weapons, a leading expert on nuclear proliferation said Monday.

Leonard S. Spector, in his second annual report on world efforts to halt the spread of nuclear weapons, reported that seven cases prosecuted successfully in four countries last year involved Pakistan, which is "at the threshold of becoming a nuclear weapons state." But he said that the sentences levied totaled 15 months and the fines totaled only \$16,000.

Mr. Spector said the reason for the leniency was probably European and American desire to remain friendly with a nation opposed to the Soviet Union in a strategically important area.

He presented details of his report, entitled "The New Nuclear Nations," at a news conference.

Mr. Spector said evidence disclosed in the various trials indicated that contraband trade in "the nuclear underworld" involved mechanical devices for bombs rather than radioactive materials, and that governments rather than independent or terrorist groups were the main actors in a "constant attack on the system" of international safeguards.

"We're not up against a nuclear black market as such," he said. "Weapons and weapons material does not seem to be available. These are national governments working to establish networks."

South Asia shows "the greatest

increase in the danger of proliferation over the past year," Mr. Spector said, because of "very significant" advances made by Pakistan and continuing development of weapons capacity in India.

New large research and power reactors that opened last year brought India's capacity to a level 1,000 percent greater than it had been in 1974, when it first detonated a nuclear device, he said.

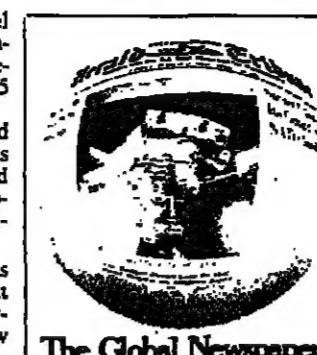
Mr. Spector said that last year's nuclear activity by China, which recently signed a nuclear trade agreement with the United States, was "a step in the right direction."

China's decision to observe International Atomic Energy Agency safeguards on its exports was "a big plus," he said.

The report said that Israel "probably added one or two Nagasaki-size atomic bombs to a pre-existing nuclear arsenal of 20 to 25 aircraft-deliverable weapons."

Israel never has acknowledged possessing nuclear weapons. It has taken the position that it would never be the first nation to introduce atomic weapons into the Middle East.

Several other states are widely considered to have nuclear weapons, or to be near to possessing them; they include Pakistan, Israel and South Africa.

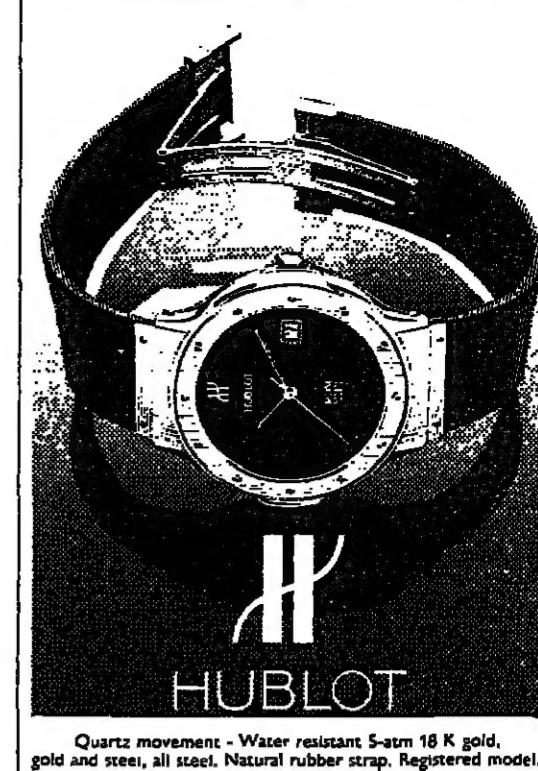


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## Back Down to Business

Can President Reagan capitalize on his achievement in Geneva to make a breakthrough on domestic problems? If he is clear-sighted, he will concentrate now on breaking the congressional logjam on the federal budget. He should think less about reform of the tax system, desirable though that be, and more about swing political opinion toward practical compromises that would reduce the budget deficit for the coming year and go on reducing it thereafter.

The arguments hardly need repeating. So long as America is running a deficit on its budget of around \$200 billion a year, interest rates cannot come down importantly unless private business and individuals start borrowing less — which implies a recession — or unless the Federal Reserve substantially eases monetary policy, which implies a probable resurgence of inflation, the last thing the democratic world needs. But so long as America has to keep interest rates high, it will continue to attract foreign funds, thereby keeping the dollar overvalued and American goods uncompetitive.

Reducing the budget deficit will entail a mixture of highly unpopular decisions, probably limiting immediate spending on defense and social security and raising tax burdens, which can only be accepted if ma-

INTL HERALD TRIBUNE

## Hold Iran Accountable

Disturbed by charges of Iran's barbarous abuse of its own people, the United Nations last March ordered an inquiry by its Human Rights Commission. Iran has responded predictably. The special UN representative, Andres Aguilar of Venezuela, was barred from visiting the country and could not even elicit a reply to detailed accounts of torture and summary executions. Tehran's clerical rulers found time only to send him a boilerplate description of legal procedures. Nonetheless, Mr. Aguilar's interim report, which the General Assembly debates this week, relates Iran's defiance with a needlessly apologetic cough, making allowances for a country waging an interminable war with Iraq. The most Mr. Aguilar will say is that the allegations against Iran "cannot be dismissed as groundless."

In fact, Iran's most notorious crime dates back to 1979, the victorious mullahs started persecuting the largest non-Islamic minority, the 300,000 Bahais. Leaders were executed, adherents denied

— THE NEW YORK TIMES.

## Keep an Eye on China

The U.S. Senate has now voted its assent to the nuclear cooperation agreement with China. America to sell reactor technology for the purpose of generating electricity, on the explicit condition that China does not divert it to military purposes or help other countries build nuclear weapons. The principle is clear. It is the enforcement that is in dispute.

The Reagan administration says that before it issues any export license it will negotiate "suitable procedures" for visits and exchanges of information with the Chinese. Senator John Glenn points out that those terms imply something less than the inspections and procedures for materials accounting that have been standard in the international effort to prevent the proliferation of nuclear weapons.

Because China already possesses nuclear weapons, the administration says, it falls into a special category. In the past the Chinese sometimes seemed ready actually to promote the spread of these weapons, but in the last few years there has been some change for the better in their attitudes. The administration contends that the nuclear agreement will reinforce their commitment to a policy of restraint.

But it is also true that in the last two years there have been disquieting reports of Chinese assistance to one country with large nuclear

— THE WASHINGTON POST.

## Other Opinion

### What the Summit Didn't Do

What does the Geneva summit do for the world outside the Soviet Union and the United States? Anyone who has been living in dread that a nuclear war might break out at any time will still not feel able to relax, for the nuclear weapons and their overall capacity continue to exist in both camps. The chance of mutual reduction of these arsenals have certainly not

— Neue Zürcher Zeitung (Zurich).

### FROM OUR NOV. 26 PAGES, 75 AND 50 YEARS AGO

**1910: Fear of 'Caesarism' in America**  
NEW YORK — The "World" says: "Mr. Theodore Roosevelt has a curious delusion that the fight for progressive, popular government has merely begun." Rooseveltism is only one of many assaults upon progressive, popular government. The New Nationalism represents reactionary, despotic government. As President Schuman of Cornell University said, it spells Caesarism in government. For the Anglo-Saxon safeguards to freedom it substitutes the European system of a centralized bureaucracy. To call the New Nationalism progressive, popular government would be like calling Russia a progressive, popular government. When Mr. Roosevelt says the fight for progressive, popular government has merely begun, he really means that his fight to gain the Presidency in 1912 has merely begun."

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## A Summit Lesson About Limits

By Anthony Lewis

BOSTON — When we look back a few years from now, will it mean anything? Will it have earned a page of history? Not likely. And yet it will, if time has shown that it did one thing: taught the two principals something about the limits of their power.

The meeting was a failure in terms of substance. I missed an opportunity, the best in memory, to move toward real reductions in the bloated nuclear armories of the superpowers. Both sides had called for 50-percent cuts in weapons, but the leaders could not even agree on a framework for negotiation toward that end.

What is interesting is the reaction. Despite the lack of substance, and President Reagan's care to avoid euphoria, Congress eagerly applauded his intimations of hope, his references to the need for peace.

The American public seems equally pleased to think that something was achieved in Geneva. The eagerness to applaud tells us two things about the feelings of Americans.

Firs, how deep a desire for peace there is. What President Kennedy found when he toured the country in the last summer of his life is still true: Americans yearn for concrete measures to ease the strain between the superpowers, the war psychology, the burden of weaponry.

Second, how low expectations have become. We are pleased by the atmosphere in Geneva: the minutes spent together, the fireside warmth, the handshakes, the jokes.

Yes, there is some value in atmosphere and in the human contact made. It matters that America's most doctrinaire right-wing president met a Soviet leader and concluded, as Mr. Reagan said to his cabinet: "I have to believe that ... they share with us the desire to get something done, and to get things straightened out."

He spoke of Mikhail Gorbachev with personal respect. "I think I'm some judge of acting," Mr. Reagan told reporters. "So I don't think he was acting. He, I believe, is just as sincere as we are in wanting an answer." And it is hard to dismiss Pres-

ident Reagan as soft on communism. But all that is ephemeral unless it affects the actual policies of the two leaders. And the Geneva meeting can have had that kind of impact only if each man learned something of the other's reality, of the other system's values and commitments.

Which is to say: learned that his own country cannot unilateralistically order the world as it wishes. For Mr. Gorbachev, two policy areas will crucially test whether Geneva,

as the Moscow Trust Group, continues. So does the harsh policy toward Jewish cultural activities as well as emigration. Mr. Gorbachev could easily send a signal by easing up.

For Mr. Reagan, the test of what he learned at Geneva will come on military-economic policy. Through five years as president he has insisted he can vastly increase spending on weapons, launch a huge space defense program and ignore the economic consequences. His own supporters in Congress have ceased to believe that Can he still believe, after Geneva, that limitless military spend-

is fashionable to blame the media. The media sensationalize, the media select, the media oversimplify. They do. But the most intelligent journalist can rarely be better than his sources. Editors and producers can rarely give their staffs sabatoge to brush up on Serbo-Croatian or study the finer points of Communist government. For this they rely on the second profession, on the army of Western Sovietsologists and Slavists, who nowadays are clearly divided between those who do not know what the Soviet world works and those who cannot explain it.

Someons at some time will have to sort out the vocabulary used to discuss Soviet affairs. People must be weaned off Western terminology when describing organs of the Leninist state that share only a name with Western democratic institutions.

Western comment has just about reached the point where it realizes that executive power in the Communist system resides in the Politburo, that the chief executive must be identified not as "president" or "prime minister" but as the general secretary of the ruling party. But that is as far as the discovery seems to go.

Really it is made clear that the ruling party is not a political party but the executive branch of government; that the state is the party's administrative branch following party commands, much as a Western civil service fulfills the instructions of a government; that ministers are secondary officials receiving orders from the relevant party departments — unless, as with Edward Shevardnadze, the minister has a second, more senior post in the party's apparatus. Soviet "democracy" means rule over the people by the party.

The big topic among Sovietsologists now is "reform." Will Mr. Gorbachev make any difference? Nobody cares to explain what reform has always meant in the Russian tradition.

In a democratic system the purpose of reform is to strengthen the democratic process against encroach-

The New York Times.

## Ave, Caesar, and How About a Domestic Summit?

By Haynes Johnson

WASHINGTON — Even given the daily excesses of this media age, the circumstances and the staging of Ronald Reagan's triumphant homecoming from the summit were extraordinary. They had all the elements of a public play similar to an ancient *sapphic*, or sustained period of thanksgiving, declared by the people of Rome after Caesar won some great victory in far off Gaul.

Like mighty Caesar, President Reagan saw that his legion of admirers was exultant; his erstwhile critics could not wait to shower petals in his path and his standing among the populace soared even higher.

The Democratic minority leader of the Senate, Robert C. Byrd, told fellow countrymen that he slept better

now that the president had achieved such a happy ending to his exercise in summit diplomacy.

Come to think of it, a better analogy for this latest Reagan political performance could be drawn from one of the president's favorite authors, Louis L'Amour, the writer of *Westerns*. Mr. Reagan was celebrated as the good sheriff, weary but unbowed, standing tall and modestly accepting acclaim from the cheering throngs after doing battle with an implacable adversary. The subtitles on television screens evoked an Old West saga of good and evil. "Caesar's Return," read the words superimposed on the screen by NBC.

And all this as the president's helicopter, red light flashing, was shown winking its way through the night toward the Capitol, circling the familiar monuments bathed in soft, yellow lights and then touching down for the great reception at the Capitol.

Still, that all this stage-setting was overdone and that the achievement of the summit was quite limited in no way detracts from what Mr. Reagan did accomplish — or from the opportunity that now is.

His speech to Congress, put in a sentence when asked what she wished for the Geneva meeting: "I would like for my compatriots to learn that there are two superpowers in the world, that America is not destined to govern the world after its own desire." Nor are the Russians.

The New York Times.

## Win or Lose, Everybody Loses in the Iran Lottery

By Janet Janjigian

WASHINGTON — The news from Iran has been sparse since most Western journalists were expelled when Ayatollah Khomeini took power in 1979. But I occasionally hear from a close friend who lives in Tehran and whose letters provide a glimpse of life under the ayatollah and the effects of the Iran-Iraq war. I have received several of these letters since I last saw my friend. The details change, but the message is always the same. Here is the most recent letter, excerpted to protect my friend's identity:

Here I am writing to you from Iran, the site of the big lottery. What, you haven't heard about it? It's a very, very big lottery, one in which all Iranians are participating. Yes, of course, there are prizes. The big winner gets a direct hit on his or her house — fire demolition!

The runners-up have been satisfied with broken windows, cracked walls, cuts and bruises.

Of course, there are lots of consolation prizes. Scorpion and snake bites from sleeping in the open, outside of the cities; car accidents because of the mass exodus from the cities every evening with people trying to go home and leaving the city early. Oh yes, we must not forget the thieves and robbers who are so brave these days with all of the empty houses about!

Yes, it's really a carnival here. It's true that the Iran-Iraq war is a

chance of attrition. The chances of getting hit by a bomb are very small, but the noise of the anti-aircraft guns and then the big bang, not knowing whose turn it is tonight — it really works on the nerves. Also, take into consideration that there are no air raid shelters here. Nothing.

And that is the way the war is going here. No matter what happens, we are all losers. If Iraq wins, we are conquered. If Iran wins, then Khomeini wins, and that is also our loss. Khomeini has not kept even one of his promises. He promised free water and electricity to the poor — now the rats have taken over everything. He promised freedom of speech, and now we have only repression.

When the shah wanted to repress the people, his troops would fire shots into the air. These days, the rats are fired straight into the heart without any warning.

The pleasures have indeed gone from our lives and they are very close to being ruined.

My nerves — for a time I was taking tranquilizers — are frazzled and I have also put on even more weight than before. Life has become very isolated, nerves are ruined, people are listless — well, I'm sure you can imagine the rest.

First, he obviously still thinks to what he properly calls his "dream" about space defense, with its wonderful umbrella shield that protects all without hurting anyone.

It is an intoxicating theory. Instead of a defense against nuclear holocaust based on the concept of mutual destruction, presto, here we offer the ultimate fail-safe and painless system: simply put a laser shield in space that will prevent any nuclear weapons from arriving. This flies in the face of scientific perfectibility. Adherence to it makes genuine arms reduction more difficult and true mutual arms control efforts with the Soviets almost impossible.

Second, Mr. Reagan strongly hinted that he expects Congress to give him more funds for defense as the

## Polish Isn't Russian; Russia Isn't America

By Norman Davies

PALO ALTO, California — Not long ago, when Ronald Reagan ventured the opinion that the Russian language does not possess a word for "freedom," he was up to par for presidential expertise on such matters. Gerald Ford had said that Poland did not belong to the nations dependent on the Soviet Union. Jimmy Carter's State Department interpreter in Warsaw had to be dismissed because he took Polish to be more or less the same language as Russian.

Given the prevailing standards of information in America about the Soviet Union and Eastern Europe, presidents must not be blamed. If Mr. Reagan had been listening to news before the summit, he would have learned that he was about to meet "the president of Russia."

One wonders whether many Americans are aware of the enormity of prevailing misinformation, or if they care. How might they feel if foreign comment about America was equally wayward? Imagine the shock waves in Washington if Mikhail Gorbachev volunteered that Americans had no word for "beauty" or "truth."

It is fashionable to blame the media. The media sensationalize, the media select, the media oversimplify. They do. But the most intelligent journalist can rarely be better than his sources. Editors and producers can rarely give their staffs a signal by easing up on Serbo-Croatian or study the finer points of Communist government. For this they rely on the second profession, on the army of Western Sovietsologists and Slavists, who nowadays are clearly divided between those who do not know what the Soviet world works and those who cannot explain it.

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The Russians have traditionally used third-rate economy as the base for showing military power. There is no reason to think that will change.

The Greek government, stung by criticism from British legislators and a call by the French pilots' union for a boycott because of lax security, said that airport security in Athens is "exercised with the highest international standards."

In an announcement quoting what it called "heads of security," the Greek government maintained that the weapons probably were hidden aboard the plane in Cairo before it left Athens for Malta, where, 24 hours later, Egyptian commandos stormed the aircraft.

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Greece also insisted that weapons used by hijackers to commandeer a Rome-bound TWA jetliner after it left Athens on June 14 were hidden aboard the aircraft in Cairo.

But an accomplice to the hijacking, later arrested, said the weapons had been smuggled aboard the plane in Athens.

Peter Bruynvels, a British member of Parliament, said Monday that all British airlines should consider "with the very greatest caution" whether they should fly into Athens.

Mr. Bruynvels, a Conservative, said: "The Greek authorities are plainly not looking forward to increasing their tourism, because people will quite rightly be unwilling to go there bearing in mind the potential danger. Athens seems to be a pushover for terrorists and a haven for hijackers."

In Hamburg, Friedrich Zimmermann, the West German interior minister, was quoted in the newspaper Bild as calling for a boycott of the Athens airport.

The U.S. State Department issued a warning to Americans on June 18 to avoid the airport.

The travel advisory was lifted July 22 after the airport was inspected by the International Air Transport Association and the U.S. Federal Aviation Administration.

Both groups praised the new security measures put into effect after the hijacking.

EgyptAir passengers departing for Cairo on Sunday reported that Egyptian air marshals conducted body searches of everyone who boarded the plane and meticulously scrutinized their hand luggage.

#### ■ Security in Cairo

A spokesman for the International Air Transport Association said a group is to travel Tuesday to Cairo to study airport security conditions there, Agence France-Presse reported Monday from Geneva.

### Jetliner Had A Jinxed Life

The Associated Press

CAIRO — The EgyptAir jetliner hijacked to Malta the same plane that U.S. Navy jet fighters intercepted last month with the hijackers of the Achille Lauro on board.

On the morning of Oct. 10, U.S. Navy F-14s forced the plane to land at Sigonella, Sicily, with the four Palestinian hijackers of the Italian cruise ship Achille Lauro on board.

This time, hijackers took over the two-engine jetliner on a Saturday night flight to Cairo from Athens.



Patrick Scott Baker, 28, speaks to his family in Washington state from a hospital bed in Malta. He was shot in the head and thrown from the hijacked EgyptAir plane. The hijacker's bullet grazed him and he got up and ran away.

### Witness Describes Firefight

(Continued from Page 1)  
said, a group of Filipino women were permitted to disembark.

"Then an Israeli woman was told to go, too," he said. "The leader of the terrorists stepped behind her and shot her."

"They had to drag the next Israeli girl who was crying and screaming across the floor," he said. "They got her to the door and she was stopping herself going through the door. The terrorists kicked her with the safety pin off."

"He pulled a gun and pointed it at my head and that lasted for most of the time."

The captain said the man grew angry when he saw the security forces surround the plane in Malta and then shot. It was a graze. I was confused for a second. I fell down the stairs head first... After about two minutes, I got up and ran away."

"After that he was excited," he said. "He executed another American girl and he kept on like this" until six were shot. "I heard them begging for mercy and waiting to be killed."

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Captain Galal said of the hijackers' response to the Egyptian commandos: "I have never seen or heard anything like that before. Those people threw grenades on passengers in a confined place like a 737. It was hell."

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## ARTS / LEISURE

**Little Steven Takes On Sun City**

By Michael Zwerin  
*International Herald Tribune*

**PARIS** — Miami Steve Van Zandt, also known as Little Steven, wears a babushka beads, chains, big rings. Gypsy shirts open to the waist. His New Jersey syntax is liberally sprinkled with "like" and "man." He was Bruce Springsteen's star sideman for a decade before going out on his own in 1984. "The South African government wants people like me play there," he said. "So they were more than accommodating."

The guitarist-composer thinks maybe his Dutch name had something to do with the fact that there were no visit problems a year ago when he said he wanted to go down and "look around." Van Zandt, who says, "It was cool because I got to talk to all sides," did not like what he saw and decided to try and change the view.

He is currently traveling around Europe promoting the album "Sun City: Artists United Against Apartheid," which he conceived and co-produced. "You've got to be there to understand the incredible degradation black South Africans have to go through every day. I've always hated bullies, like the kid who beat you up because you look different than they do."

"They are basically gentle people but we are the enemy. You can see it in their eyes, like, they're asking: 'Why are you doing this to me?'

His private visit attracted flak. "People wanted to know what I was doing there. The Dutch name did not help me in Soweto. Some people thought I was after publicity. A couple of people told me they didn't want me there, even looking.

They said, 'We want this boycott to be complete.'

"I said: 'Wait a minute, wait a minute. This is where you're wrong. Credibility doesn't work that way in America. If I can go back and talk about what I saw, that's credibility.'

He asked the various African groups he talked to if they would approve of carefully selected people performing in South Africa. Some of his own songs are about justice and solidarity. One group told him no, it was too late. They had invited Jimmy Cliff a few years ago, but now they decided they do not want anybody to break the boycott, no matter how "righteous" they may be. Van Zandt told them, "Okay. You got it man."

Ironically, "Sun City" has been criticized for having been motivated principally by whites. Both producers have made their names basically by re-working black styles. Van Zandt's band is, after all, called the Disciples of Soul. And Arthur Baker has become one of the hottest producer/engineers in the business through his use of techniques developed by Jamaican disc jockeys and dub poets.

The sound has been called "rough" and "abrasive," the subject "controversial." San Francisco's radio station KITS describes requests as "moderate." A spokesman for the Manhattan Record Shop says that the "Sun City" single is "moving slower than we thought." Radio programmers say that with Band Aid and the Farm Aid album, benefit records are flooding the market. The music director for Chicago's WBBM calls it "charity burnout."

Van Zandt says that all royalties will go to the United Nations' "Africa Fund" — a third to families of political prisoners, a third to South Africans in exile and the remaining third to anti-apartheid groups in the countries where the record is sold. Although he is contributing a good deal of his considerable energy promoting, he discounts his role: "Before the Malapoets got on the record, I said, 'Are you sure you should do this?' They said, 'Hey, listen, we have to do this record whatever the consequences, whatever extreme it leads to.'

"When somebody tells you they're ready to die to be on a record, that's commitment."

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**An Alternative Carpenter in Zimbabwe**

By Michelle Paul  
*The Associated Press*

**HARARE**, Zimbabwe — Bevill Packer jumps up and down on his paper tables and dashes his paper chairs to the floor. They are often stronger than wood, he declares, and they help save trees and energy.

Packer, 70, a retired college lecturer, is a proponent of a craft he developed in the late 1970s and dubbed "appropriate paper-based technology" (APT) — making things out of waste paper.

Today, Packer's products, ranging from tables to toys to bowls to baskets, furnish schools and homes in rural Zimbabwe. His latest product, a paper wheelchair, is being tried out at a home for disabled children. Packer has even used scrap paper to make solar ovens with fronts made of glass collected from junk dealers.

"The beauty of it all is that all APT articles contain at least 99 percent waste paper," Packer said in an interview. Materials to make the items cost virtually nothing; their manufacture provides employment and they promote conservation.

Saving trees is of benefit in Africa, where about 30 percent of the energy is derived from wood. In Zimbabwe, many rural women spend half the day gathering firewood for cooking and deplete the forests in the process.

Three of Packer's wheelchairs, requiring only paper and paste and 12 to 20 hours of labor,

have been on trial for a month at Harare's Jairo Jiri Home for Disabled Children.

One is being used by Dartington Zambezi, who has spent most of his 6 years lying on beds and floor mats. When he wanted to move, his mother had to carry him.

"The joy that little boy gets from his chair is too wonderful to see," said Packer, who was born in England and has lived in Africa for 45 years, the past 22 in Zimbabwe.

Wilson Ruvire, manager of the home, said scores of parents with disabled children are eager to acquire a Packer wheelchair since a conventional one made locally costs 400 Zimbabwe dollars (about \$240) and an imported one around 800, Zimbabwe dollars.

Packer has put no cost on his wheelchairs. He has donated the ones made so far, but he is the only person making them and hopes to train high-school students to make them for charity.

Like all APT articles, the wheelchairs are made by pasting together layers upon layer of scrap cardboard and paper. Old shoe boxes, potato bags, cereal cartons and other scraps can be pressed into flat surfaces or rolled to make such items as table legs or wheels.

The only cost is for flour to make the paste and varnish for the finishing. But Packer said craftsmen could make paste from leftovers of Zimbabwe's staple food, a thick porridge made from ground corn.

"We don't buy paint to decorate — that costs

money," Packer said. "We use pictures from old magazines, or the colors from the pictures, to make mosaics."

Children's tables are decorated with racing cars, coffee tables are adorned with wildlife scenes and children's chairs are labeled "comrade" or "commander." Other APT items include children's building blocks, hats and bags.

"The possibilities are endless," said Packer, who with his wife, Joan, runs courses at minimal cost for domestic workers and peasants. The aim is to teach them to make items for their own use and for sale.

Mrs. Packer said one of her domestic workers who took the course earns about \$34 a month in her spare time making APT furniture. That's tidy sum in a country where the minimum monthly wage is \$45.

Packer is lobbying to have his craft taught in schools along with woodworking. It is cheap, argued Mrs. Packer, to take up APT as a vocation than woodworking because it isn't necessary to buy a set of expensive tools. Wood itself, she said, is becoming scarcer and more expensive.

"If they were taught APT, any school leaving could start earning money without any outlay at all," said Mrs. Packer.

One drawback of Packer's products is that they can deteriorate if rained on, so they are meant for use indoors or in sunny weather.

There is doubtless news in this 3-inch-thick book of Nobel laureates to come.

You can't trade 'em or flip 'em, but they're all here — from Larry (Vog) Berni, No. 1 in the 1954 series of "red backs," to Darrell Evans, 792 in the 1985 series — more than 21,000 full-color reproductions in "Topps Baseball Cards: The Complete Picture Collection: A 35-Year History, 1951-1985," foreword by Willie Mays, introduction and card history by Sy Berger, text by Frank Slocum (Warner, unpaginated; \$79.95).

Entertaining both as a history of the modern bubble-gum card phenomenon. Now all we need is companion volumes from all the other companies that have been publishing baseball cards since the 19th century.

**Critics Dispute Merits Of 'Shakespeare' Poem**

By Herbert Mitgang  
*New York Times Service*

**T**HE discovery of 90 lines of verse attributed to William Shakespeare was greeted with excitement by two Shakespeare scholars in the United States.

"Unless strong contradictory evidence surfaces at some point, the presumption is that the poem is by Shakespeare," said Samuel Schoenbaum, the American consultant for the Oxford University Press Shakespeare Project and the author of the recently published "Shakespeare and Others."

He read Seymour-Smith soon

er, we would have known more about Jaroslav Seifert, "a minor poet" but "a man of courage," and Claude Simon, "the novelist of entropy, of running down." And

Movie books come and go, but this one stays.

Two practical and appealing books on home decorating — "The Mary Gilliat Book of Color" (Little, Brown, 128 pages; \$19.95); and "Terence Conran's New Home Book" (Villard, 367 pages; \$40): Gilliat, who has written extensively on interior design, concentrates on color coordination, devoting a chapter to each important color, along with inspiring photographs of room sets. Conran, founder of the home furnishing and clothing empire that bears his name, takes you by the hand and leads you through the entire process of designing and decorating a house, whether you are starting from scratch or simply planning to provide some storage space for your wine collection.

Two unusual collections of portraits: In Paul Davis' "Faces"

words in his work," Schoenbaum said. "There are 15 such words in this poem. He uses the word smoky as a noun, exile as a verb, inferior as an adjective. Then there are certain words that Shakespeare often uses: 'I'ishness,' repeating, tresses, twain, wantonly." Taylor has gone through Shakespeare's works and found a total of 73 times that these Shakespearean words were used.

"If this poem had appeared in a printed book, it might have been suspicious," he said. "Some publishers might have wanted to gain by the use of Shakespeare's name. But this poem can't make money — there's no profit motive here. This is scholarship at its best."

(Reaction in Britain was mixed, the Associated Press reported. Professor David Palmer of Manchester University said, "I don't think it adds much to Shakespeare's reputation. It is an overt display of ingenuity but it has poor poetic quality."

"I shall be a skeptic until I have looked at the method of Taylor's analysis," he added.

John Wilders, a Shakespeare specialist at Worcester College, Oxford, said: "It was so dreadful that at first I just read the early stanzas and then gave up."

"Taylor ran the poem through a computer to give it every stylistic test," as well as checking the manuscript for possible forgery. "I don't think computers are foolproof," Wilders commented.

John Carey, Merton Professor of English Literature at Oxford, said he was not convinced "because of the quality of the poem."

The poem will be included in the "New Oxford Shakespeare" to be published next year in the Oxford University Press, co-edited by Taylor and Stanley Wells, a British expert on Shakespeare. Wells said, "He backs Taylor's claim about the poem."

**Handel Works Found in Britain**

Four major choral works by the composer George Frederick Handel (1685-1759) have been found in a toy cupboard in Manchester, according to Sotheby's auction house.

Reuters reported that the manuscripts, written in 1707, were discovered by Vivienne Plummer, about 30 years after her husband put them in the cupboard as a child, a spokeswoman for the London firm said.

Now recognized as original parts of the Anglo-German composer's "Carmelite Music," they were originally commissioned by an eminent Roman family, changed hands several times and ended up with the Plimmers.

"It's rather extraordinary that they should turn up in the tricentenary year of Handel's birth," the spokeswoman said.

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## EUROMARKETS

A SPECIAL ECONOMIC REPORT — PART II

TUESDAY, NOVEMBER 26, 1985

Part I Appeared  
In Yesterday's Editions

Page 9

**U.S. Banks:  
Offshore  
Facilities  
Spread**

By John M. Berry

**WASHINGTON** — International banking facilities, banking's version of a free trade zone, continue to proliferate in the United States and are soon expected to spread to Japan, a development that could further the internationalization of the year.

Next month will mark the fourth anniversary of the beginning in the United States of these facilities, known as IBFs, with their total nearing \$50 billion and their assets approaching \$20 billion.

It took nearly 10 years to convince the Federal Reserve Board to allow creation of an IBF, which allows a financial institution to conduct deposit and loan business with foreign residents, including banks, without being subject to reserve requirements or interest-rate ceilings. In some cases, there are state and local tax advantages, too.

A skeptical Fed required IBFs to comply with a variety of regulations, such as a minimum two-day maturity on deposits from nonbank foreign residents, designed to make sure the new operations would not affect the conduct of monetary policy or be used to get around interest-rate ceilings and reserve requirements.

"There have been no problems at all," said Sydney J. Key, the Fed's expert on IBFs. "The board was concerned at first, but the examiners have found complete compliance with all the regulations."

For instance, the examiners found that there have been few if any deposits taken from nonbank foreign residents with maturities of less than seven days, Mr. Key said. Such deposits must, in any event, generally be in amounts of at least \$10,000.

In the absence of IBFs, a substantial portion of the nearly \$250 billion in loans held by them would have been booked through offshore branches, particularly in the Caribbean.

Instead, the assets of such branches declined slightly, from \$149 billion in November 1981 to \$141 billion in July 1985, the latest figures available. Over the same period, total assets of all other foreign branches of U.S. banks rose from \$314 billion to \$322 billion, exactly offsetting the Caribbean drop.

Claims at Caribbean branches on foreign residents not associated with the lending bank fell from \$57 billion to \$47 billion.

An official at one major New York bank said its IBF operations, which are conducted entirely out of its New York City office, now account for more than 40 percent of the bank's total loan portfolio. The bank still maintains a branch in the Bahamas, he added, but the amount of business booked there is "quite small."

Initially, growth of IBFs was explosive. They had \$57 billion worth of assets at the end of their first month's operations in December 1981, with most of that total representing eligible assets shifted from foreign branches of U.S. banks, particularly in the Caribbean.

During 1982, the total rose to \$153 billion but growth began to taper off. Total assets rose to \$192 billion at the end of 1983 and \$228 billion at the end of last year. On Oct. 31, IBFs had \$241 billion in assets, down from \$248 billion at the end of September, an unusual dip.

Last March, a special committee created to advise the Japanese minister of finance on ways to increase the use of the yen as an international currency, a goal strongly being urged by the United States, recommended that Japanese banks be allowed to set up IBFs in Tokyo.

The recommendation came after the committee had closely studied the American experience. Again, a particular concern was that creation of the facilities not disrupt the conduct of monetary policy. A financial adviser at the Japanese Embassy in Washington said it was "quite likely" that the finance minister would approve the recommendation but he could not say when such approval might come.

Meanwhile, more than 300 of the IBFs in the United States have been set up by agencies and branches of foreign banks. These foreign-related IBFs held \$146 billion of the \$241 billion in assets at all IBFs at the end of last month, according to Federal Reserve figures. More than half the assets in the foreign-related IBFs were held by those associated with Japanese banks and another one-tenth or so by those associated with Italian banks. About three-fourths of all the IBF assets are held by those in New York state. There are 238 IBFs there, with 182 of them at agencies or branches of foreign banks.

However, the number of IBFs is growing rapidly elsewhere in the United States, particularly in Florida, which now has 86, and California, with 98. More than two-thirds of those in California have been set up by foreign bank branches and

(Continued on Page 13)

**Latin American Debtors  
Resisting IMF Terms**

By William A. Orme Jr.

MEXICO CITY — In the cavernous halls of the Mexican Congress, opposition legislators from right and left could be heard chiding complaints about the debt.

A conservative congressman, accusing the government of cutting off credit to private business, said public-sector debt repayment was "strangling" the economy. A Trotskyite representative, meanwhile, urged that interest payments be redirected toward earthquake reconstruction and said Mexico's International Monetary Fund debt agreements had "turned the national economy over to the CIA."

Members of the majority Institutional Revolutionary Party defended President Miguel de la Madrid's full-payment approach to the debt issue.

Yet just a few days earlier, some pro-government unions, the backbone of the ruling party, had joined a leftist-led demonstration demanding an immediate suspension of all foreign debt payments.

The Brazilian finance minister, Wilson Pinheiro, less alarmed by the country's 220-percent inflation rate than by continuing industrial stagnation, recently unveiled a growth-oriented 1986 budget that he said would be adopted "with or without" IMF approval.

President Raúl Alfonsín of Argentina, praised by bankers for his anti-inflation campaign, which included the creation of a

Debt Service as a Percentage of Exports  
(includes interest and amortization)

	1982	1983	1984*
Argentina	107.7	127.0	116.8
Brazil	86.0	61.0	45.2
Chile	63.6	59.0	58.3
Mexico	71.4	80.6	54.4
Peru	57.0	68.0	89.0
Venezuela	27.9	32.6	30.4

\* Estimates SOURCE: Inter-American Development Bank, TBS report.

since 1982 in exchange for debt rescheduling.

Venezuela, the first big debtor to successfully resist creditor demands for an IMF accord, is now seeking a 90-day payments moratorium to conclude a \$21.2-billion rescheduling agreement. This includes an innovative "contingency clause" that would lower servicing commitments in the event of an abrupt drop in the price Venezuela gets for its oil exports.

The Brazilian finance minister, Wilson Pinheiro, less alarmed by the country's 220-percent inflation rate than by continuing industrial stagnation, recently unveiled a growth-oriented 1986 budget that he said would be adopted "with or without" IMF approval.

President Raúl Alfonsín of Argentina, praised by bankers for his anti-inflation campaign, which included the creation of a

John Capos/Associated Press

Borrowing for development has increased Latin America's debt load. Above, Honduran farmers clear ground for planting. Below, a road lined with new electricity poles in Brazil's Minas Gerais state.

new Argentine currency, insisted nonetheless that only a "political solution" could resolve the region's debt woes. And in Peru, Mr. Garcia recently threatened to pull out of the IMF entirely and set up a "Latin American Monetary Fund."

Despite these displays of defiance, Latin America seems no closer to a resolution of the foreign debt problem than it was

when creditors first began refusing automatic loan extensions in 1982. With the regional debt crisis now entering its fourth year in full vigor, what is called in Spanish *la deuda externa*, or external debt, is becoming known as the *deuda eterna*, the eternal debt.

Latin America's foreign debt now totals at least \$360 billion and could swell to \$450 billion by

(Continued on Next Page)

**International Capital Markets Have Record Business Year**

By Carl Gewirtz

PARIS — Champagne cavaeu and year-end bonuses should flow freely this year at the banks active in the international capital market. Whatever measure is used, it is already certain that 1985 will see a record-shattering volume of business.

In the Eurobond market, new-issue activity appeared headed for a 64-percent increase—an estimated \$134 billion, based on the volume registered during the first 10 months of the year. The volume of foreign bonds issued in domestic markets was a more modest 3 percent.

At first glance, it would seem that the record volume of activity in the international capital markets is exactly what the banks need to help them adjust to the impact of the debt crisis. But a closer look at this year's borrowing binge raises some disturbing questions. What is behind it? And are the banks replacing one set of problems (rescheduled loans to developing countries) with a new set of equally dangerous risks?

What triggers the worries is the fact that this year's volume of capital-market business bears little relation to the real world. Business investment, international trade and economic growth are not advancing at such rates to explain the rush to capital markets. Nor is inflation artificially swelling the numbers. Rather, the figures indicate that borrowers are seeking to refinance existing debt—bond issues as well as bank loans—at the significantly lower cost now available.

Of course, some of this cost reduction represents the absolute decline in interest rates from the record-high levels prevailing a few years ago. But an untold part of the reduction stems from the intense competition among banks to earn fees. This has added to the liquidity of the bond market (and downward cost pressures) as the banks themselves are now much bigger takers of paper than they were, reflecting their current preference for assets that are, at least theoretically, instantly saleable—securities rather than, as in the past, medium-

(Continued on Page 12)

**Funds Raised on International Markets by Type of Instrument  
(in million U.S. Dollars)**

	1984	1985		
		Q1	Q2	Q3
International Bonds	81,717.2	30,822.2	37,724.7	29,894.4
Foreign Bonds	27,800.5	6,302.1	7,068.8	8,035.9
Special Placements of Bonds (*)	2,000.0	—	1,000.0	300.0
Total issues of Bonds	111,517.7	37,124.3	45,793.5	38,230.3
International Bank Loans	53,218.8	11,078.4	13,242.8	17,898.6
Foreign Bank Loans	8,760.8	1,908.8	1,355.6	1,601.4
Other International Facilities	55,276.4	5,401.3	14,556.8	11,135.9
Total Loans	117,256.0	16,388.5	29,155.2	30,635.9
Total Funds Raised	228,773.7	55,512.8	74,948.7	68,866.2

(\*) Issues by development institutions placed directly with governments or central banks and, as from October 1984, issues specifically targeted to foreigners.

SOURCE: OECD.

**Swap Deals Begin to Mature With Liquid Secondary Market**

By Philip Coggan

LONDON — The interest rate swap was once an exclusive product, tailor-made for the sophisticated borrower. Now, swaps are a \$150-billion-a-year industry, with a traders' club, the International Swap Dealers' Association, a liquid secondary market and worldwide activity.

Experts estimate that around 80 percent of Eurobond issues are linked to a swap. "It's a mature market," said Francis Peckham, associate director of First Interstate Capital Markets. "There are now a significant number of banks involved."

The majority of the banks in the market are American. It is estimated that of the 15 major houses that did more than \$3 billion of swap business in 1984, only one, Banque Paribas, was not from the United States.

The five leading firms, in volume terms, were Citicorp, Salomon Brothers, First Boston, Morgan Guaranty and Bankers Trust.

The basic concept of the interest rate swap is simple. Two borrowers raise money separately and then agree to make each other's interest payments. But swap market players have gradually expanded and complicated this simple idea. Swaps can now be engineered involving several currencies and among up to half a dozen counterparties, with the bank in the middle only partly fully aware of all the details.

Some banks act as swap principals, taking the deal onto their books and managing their net swap position rather than each individual deal. Others act purely as brokers, bringing together swap counterparties. A third group follows a compromise strategy. They act as principals and then "warehouse" the swap by hedging it in the bond or futures markets until they can find a matching counterparty.

In the early stages of the market, swaps were linked to primary debt issues. Now, swaps are also used to transform existing debt. Borrowers can use the swap market to restructure their debt portfolios by switching from fixed funding to floating rate funding or from, say, dollar debt to sterling, depending on their view of future interest rate movements. If their view changes, they can reverse the swap and end up where they started.

Assets, as well as liabilities, can be swapped. "One popular strategy," explained Deirdre Duffy of Morgan Stanley, "is for investors to purchase cheap fixed-rate bonds and enter into a swap so that they make fixed-rate payments and receive a floating rate. The

return from the bonds is greater than the level of fixed-rate payments under the swap. The swap has thus allowed an investor to transform a fixed-rate investment into a floating-rate asset with an above-market return."

There is a regular swap market in the major currencies with banks ready to quote, for example, swapping five-year Deutsche mark fixed rate into U.S. dollar floating-rate set at the London interbank offered rate. But profitable opportunities can occur in the new markets. Early this year, there was a spate of Eurobond issues in the Australian and New Zealand dollar sectors, which created the opportunity for borrowers to swap into U.S. dollar debt at below Libor rates.

Swaps are off-balance-sheet transactions and banks are not at the moment obliged to take precautions against the possibility of default. However, if default does occur the bank may find itself paying interest on an unwanted loan at an above-market rate. Cross-currency swaps increase that risk by adding the potential for currency loss. As a result, banks are more careful about the counterparties with whom they will conduct a currency swap.

There are signs that regulatory authorities are concerned about the volume of off-balance-sheet transactions conducted by banks. The Bank of England has already imposed reserve requirements on banks conducting Euromoney business. "It's likely that at least one regulatory authority will impose reserve asset requirements for banks undertaking swap transactions," according to David Pritchard, of Citicorp.

One way banks can protect themselves against default is to increase the margins charged for swapping with poorer credits. However, the margins on which the interest rate swap market operates are very thin and consequently the scope for wide credit differentiation between counterparties is limited.

"Competition means that some banks will get involved for less than a tenth of a percentage point," said First Interstate's Mr. Peckham. Such is the narrowing of margins that some banks spend little time generating what they call the "plain vanilla," or ordinary, swaps and concentrate on more complex deals where the returns are greater.

What is arguably the first case of swap default has come to court. Early this year, the Beverly Hills Savings and Loan Institution folded. Renfco Acceptance was a counterparty in a swap deal involving the institution. On hearing of Beverly Hills' problems,

(Continued on Page 13)

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## A SPECIAL REPORT ON EUROMARKETS

## A Healthier Portugal to Revert To Orthodox Markets for Funds

By Ken Pottinger

LISBON — Portugal next year will be approaching the capital markets for \$1.4 billion to meet its 1986 gross borrowing requirements, but for the first time in several years the Republic of Portugal will largely ignore the Euromarket for sovereign funds.

However, public-sector companies, traditionally large borrowers in this market, will continue to be so probably right from the beginning of January.

This year total gross borrowing reached \$1.8 billion while the public raised a syndicated \$400-million loan.

According to central bank economists, the radical departure from recent sovereign loan practices is the result of two major factors.

First, Portugal today is far healthier financially than at any time in the past 10 years because of a vigorous and, some claim overzealous, economic austerity program that has been applied under the tutelage of the International Monetary Fund since 1983.

(Economists point out that the austerity program was complemented by a superb three-year export performance that increased by nearly 35 percent in volume terms and helped reduce the deficit to its current, surprisingly low, levels.)

Secondly, with Portugal due to enter the European Community on Jan. 1, a range of cheap European money will become available. Direct aid and European Investment Bank funds are scheduled to pour into Portugal.

As part of the accession accord, Lisbon has negotiated an agreement whereby the community will borrow capital totaling up to one billion European Currency Units in the EC's own name, passing it on at marginal rates to Portugal over the next six years. This arrangement will significantly reduce the state's interest burden.

Carlos Pacheco Jorge, of the Bank of Portugal, the central bank, said: "We are in the position of being able to revert to traditional policies and use the orthodox capital markets for our borrowing needs."

This means that basically the Republic of Portugal will be raising bonds, issuing notes and employing similar instruments to get capital in the domestic markets of countries such as West Germany and Japan.

Portugal's foreign reserves are at their highest level in a decade, all

its 650 tons of gold are unencumbered and its current-account deficit at the end of this year is likely to be below \$150 million, down from a \$3.2-billion high at the end of 1986.

On the bleaker side has been two years of negative economic growth, a major fall last year of around 10 percent in real wages, rising unemployment and dampened domestic demand in a stagnant economy.

In view of these figures, the central bank governor, Vitor Constantino, has said that a moderate inflation program, aiming at between

**Portugal is far sounder financially than at any time in the past 10 years because of the austerity program.**

3-percent and 3.5-percent growth in gross domestic product, is feasible, bringing with it a 1986 current-account deficit of around \$600 million.

With the big battle to stanch the bleeding external debt levels won, tactics have now switched to dealing with persistently high domestic inflation, which averaged 29 percent in 1984 and the accompanying equally high interest rates, hovering at 34 percent.

Foreign bankers have unanimously praised the financial turnaround made by Portugal, saying that as a result Lisbon can expect to obtain loans with greater ease and at better spreads in a competitive environment.

A banker with many years of experience in lending to Portugal said: "There has been a perceptual improvement of Portugal's image as a borrower over the past two years, which means she can arrange loans at terms and prices that are very favorable."

He said that previous difficulties faced by the central bank in repaying a lump of loan amortizations in 1984 and 1985 have been resolved. This means that Portugal would need to borrow less to meet its normal amortization program.

"The country in 1986 will have a more comfortable maturity profile," he said, referring to foreign loan levels.

Bankers have not been caught unawares over the planned borrowing strategy for next year.

"Because of the improved financial situation and the inflow of EC money, we had expected Euromarket borrowings to be sparse in 1986," said one banker. He felt, however, that there would still be good business available in refinancing the foreign debt, which totaled \$14.9 billion at the end of 1984.

The incoming Social Democratic prime minister, António Cavaco Silva, 46, a British-trained economics professor, is committed to repeating the kind of minor economic miracle he wrought when he was finance minister in 1979-80.

But experts warn that conditions are no longer the same and that he will have to stick very closely to a carefully controlled classic economic inflation program if he wants to avoid a repetition of the 1982 debt problems.

Mr. Cavaco Silva has appointed a strong economics team in a small technocratic cabinet.

He appears set to work closely with his financial advisers to bring about an economic transformation through the use of the budget, the national plan and EC development funds.

In the process he will leave the political orientation of the minority government in the hands of a senior party colleague and home affairs minister, Eurico de Melo, a kind of collegiate leadership that could produce surprising results.

Mr. Cavaco Silva has pledged efforts to restore business confidence, bring inflation down around 15 percent, reduce the 11-percent unemployment rate, introduce an equitable tax system attractive to investors and revise the finances of the overextended and erratically managed public sector.

Many economists believe he will start by stimulating the construction industry with a significant public-works program, which will give priority to major freeway construction, schools and housing.

For his part, the new finance minister, Miguel Cadilhe, has said that he believes in "a financial dictatorship within a democratic state."

He intends to reduce the budget deficit to zero over the next four years. He said that the country's unhappy 10-year record of stop-and-go economic development must be replaced by fundamental medium-term investment for development and structural changes to meet the demands of EC membership.



Carlos Solchaga, Spain's economy and finance minister, left. Agricultural exports played an important role in delaying Spain's entry into the European Community. Above, olive groves near Jaén; at right, rice fields near Tarragona.



Spain Ministry of Tourism

## Spain Enters Ranks of Sought-After Borrowers

By Tom Burns

MADRID — At the beginning of this year the feeling among monetary and economic officials in Madrid was that Spain had turned a financial corner. Nearly a year later the hunch has strengthened. Spain, for the second consecutive year, finds itself in the enviable position of being a sought-after borrower — a situation that allows it to use its market strength to pay back debts and negotiate new ones on better terms.

The corner appeared to be rounded at the end of 1984 when Spain registered a current-account surplus for the first time since 1979. The surplus stood at \$2 billion, in stark contrast to a \$2.5-billion deficit the year before.

The turnaround was attributed to a boom in exports, which increased by 20 percent in real terms, and to record tourism receipts that were \$1 billion up on those of the previous year. A parallel surge in foreign investment lifted international reserves by \$4.6 billion to put them at \$15.7 billion at year's end.

Exports and tourism receipts after a sluggish start this year climbed briskly after the first quarter, and officials say that Spain is on target to repeat a current-account surplus of about \$2 billion.

The reserves total at the beginning of the year prompted authorities at the Finance Ministry to point out that the \$15.7-billion total was equivalent to just over half the external debt, which stood at \$29.5 billion in December 1984 and the 50-percent ratio this signified was the highest within the Organization for Economic Cooperation and Development. This ratio looks likely to continue and could be improved.

The greatest cause for rejoicing at the end of last December was that year-to-year inflation had been brought down to 9 percent. This was the first time that Spain had recorded single-digit inflation since the mid-1970s, and the 1984 figure compared more favorably with the 14.4-percent inflation rate in 1982 when the present Socialist government took power.

Continued orthodoxy on the economic front — the government has endured labor unions' criticism that its programs is " Thatcherite" — has meant that inflation is likely to be further reduced this year.

Inflation hastened its pace in the first five months of this year, rising to 10.2 percent over the previous 12 months in April, but by the third quarter it appeared well under control and the government forecast of a 7-percent rise in the consumer price index over 1985 appears to be on target.

The statistics on the reserves, on the current-account balance and on the price index have turned encouraging just at the right time, when Spain most needed an economic shot in the arm. This is so for two reasons: Next year Spain will become a full member of the European Community and, again next year, national elections are due as the four-year mandate of Felipe González' Socialist government expires in October.

EC membership will severely test the Spanish economy. It is estimated that the tariff disarmament and the acceptance of the common ex-

ternal tariff over the seven-year transition period will effectively cut the present protection enjoyed by Spanish industrial products by half.

The Spanish economy has grown in the last 25 years in a hothouse of protectionism and it is to be suddenly exposed to the chilly economic winds of northern Europe.

In addition, the introduction of value-added tax on Jan. 1 will prompt an inflationary effect between 1 to 2 percentage points according to government officials, and 3 to 4 percentage points, according to independent economists.

Mr. Solchaga, who took over as economy and trade minister from Miguel Boyer in July, is more of the same medicine.

While it was crucial for the government to have Spain as finely tuned economically as possible on

the eve of EC membership it was also important to be able to claim a degree of success for its contained austerity programs as national elections loomed less than 12 months away.

The economic performance this year gave the government the necessary confidence to stick by its policies and to reject tempting calls for a "cheerful" and "electoral" budget. In the event, the 1986 budget, masterminded by Carlos Solchaga, who took over as economy and trade minister from Miguel Boyer in July, is more of the same.

To avoid triggering inflation is what will already, because of the wage freeze, be a difficult year, the central bank is likely to turn, at least in part, to increasing the treasury bill rate of circulation.

## Latin American Debtors Resist IMF Terms

(Continued From Previous Page)

an official said. "Until now, it has been treated as simply a financial matter, and that approach obviously isn't working."

Bankers see as especially worrisome the growing resistance in Mexico to the government's commitment to full and prompt debt payment. Considered until recently as a model debtor, Mexico consistently has opposed repayment for a payments suspension and looked askance on interest caps and other proposed service-constraining mechanisms.

But Mexico is gradually shifting its stance. Since the Sept. 19 earthquake demolished \$4 billion worth

of schools, hospitals, houses, offices and public services, the conservative business community

demands for better repayment terms. Privately, following the lead of the Venezuelans and the Peruvians, Mexican finance officials have discussed limiting debt servicing to a more tolerable fraction of export earnings.

Beyond the earthquake, Mexico may finally harden its position.

On Aug. 29, in New York, Finance Minister Jesus Silva Herzog gave a clear warning to Mexico's creditors as he signed what was said to be the largest single loan agreement in commercial banking history, a 14-year credit line of half of Mexico's \$25-billion debt.

The accord was heralded by pronouncements as a blueprint for the resolution of the debt crisis.

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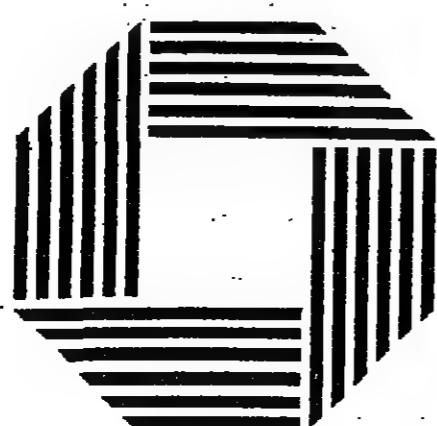
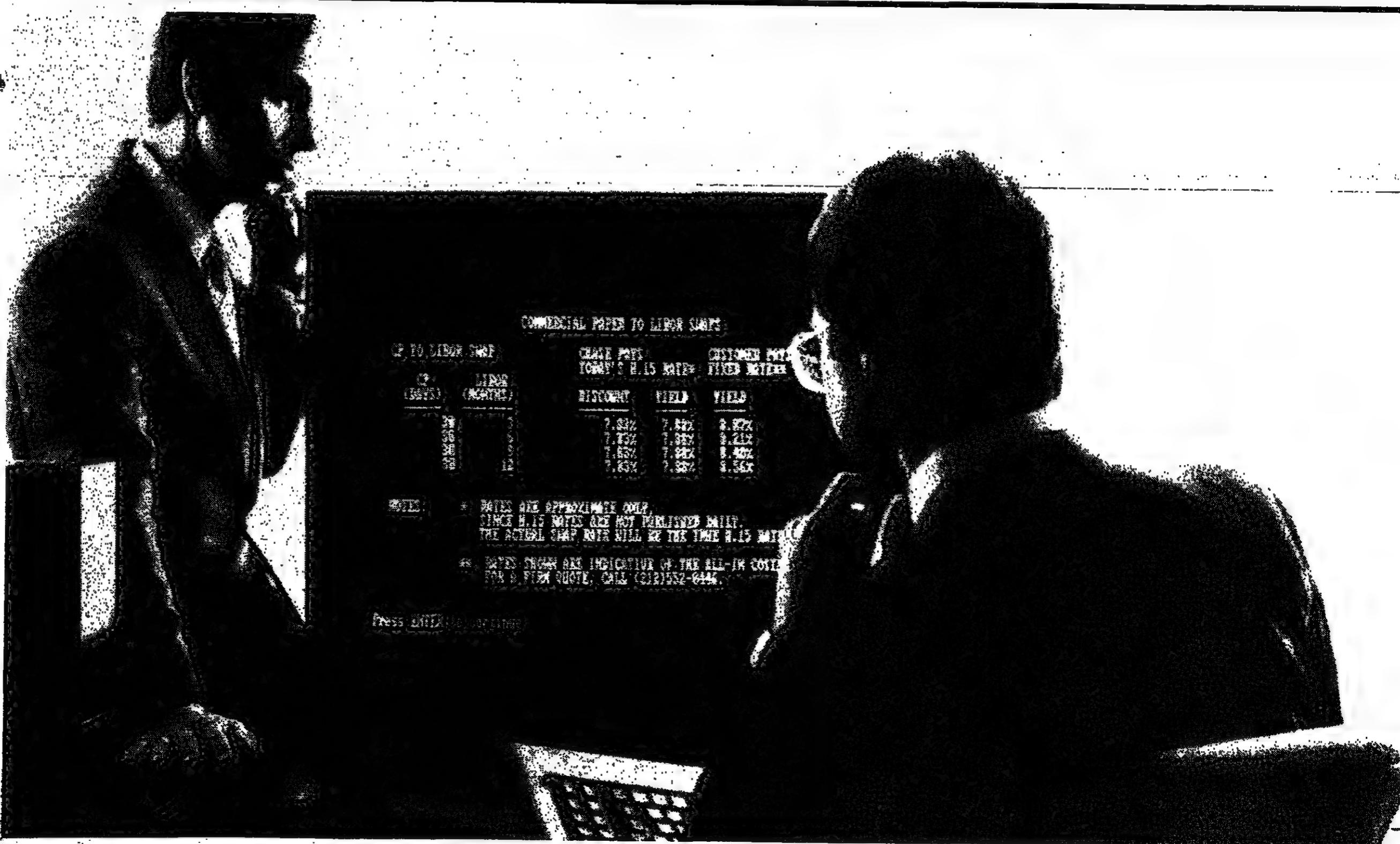
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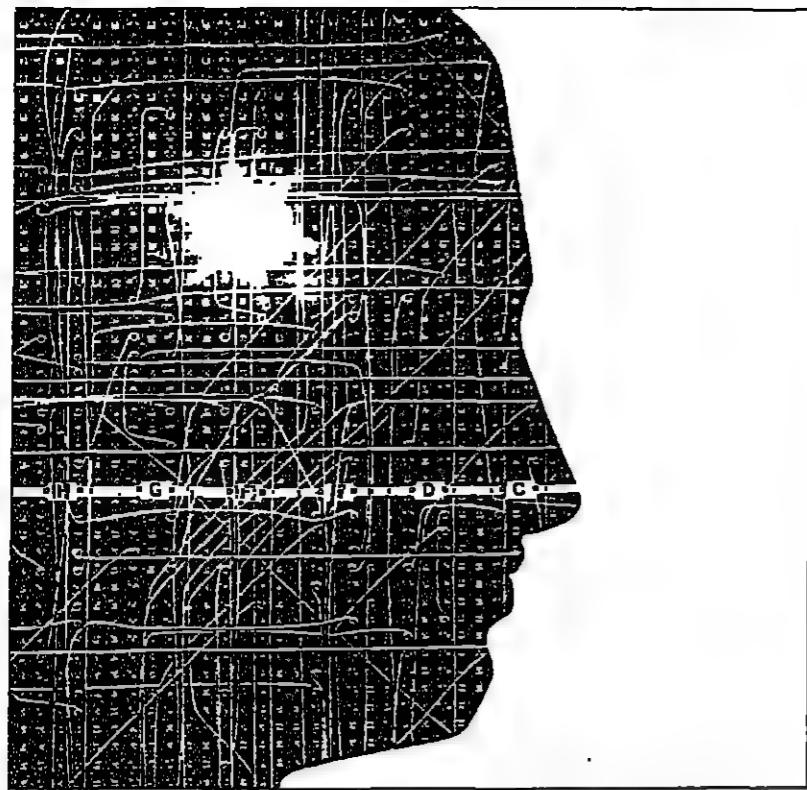


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## Luxembourg Bucks World Debt Crisis

By Edward Roby

LUXEMBOURG — When the international debt crisis caught up with the free-wheeling Eurocredit market almost four years ago, Luxembourg's future as an offshore financial center suddenly looked clouded.

Traditional syndicated lending, which had been a mainstay of the financial center's rapid growth in the 1970s — the period of massive recycling of petrodollars — received a numbing shock from which it has not yet recovered.

Problem borrowers were kept away from the lending windows, leaving the banks to scramble for the business of the remaining first-class addresses that could afford to be selective. The resulting margin squeeze was compounded by stiffening competition, not only from London and the international banking facilities in the United States but also from the new Asian dollar banking centers.

Aroused regulatory authorities, meanwhile, began cracking down on some of the liberal lending ways of the past. Even in tolerant Luxembourg, the Institut Monétaire Luxembourgeois was brought into being with oversight powers that made it look suspiciously like the beginning of a Luxembourg central bank.

Not surprisingly, banking business volume in Luxembourg has spent the first half of this decade in what is politely called a consolidation phase. The combined foreign assets of the center's banks have simply stagnated around \$84 billion the past two years, down from a peak of \$89 billion in the pivotal year of 1982.

But consortial lending activity and bank balance sheets tell only part of the story. In many other ways, the Luxembourg banking community has been coping quite successfully with the continuing, profound shift in the structure of the vast \$2.2-trillion Euromarket.

Luxembourg is still clinging to its place behind London and Paris as Europe's No. 3 financial center, with a Eurocurrency market share of just under 10 percent. And it remains the premier center for Euro-DM transactions.

The number of foreign banks represented in the Grand Duchy at mid-1983 reached a record 118, a clear sign that there is still plenty of money to be made.

"We have reached cruising altitude where we are both comfortable and highly profitable," one

Luxembourg banker remarked in answer to all the talk about stagnation and decline.

The robust bottom line is, in fact, the perfect squelch for some of Luxembourg's rivals and detractors. Astonishingly, the financial center recorded its two most profitable years in 1983 and 1984, despite the turmoil in the Euromarket.

Combined bank earnings before taxes and reserve allocations rose to 68.7 billion Luxembourg francs (\$1.3 billion) in 1983 from 57.3 billion francs in 1982 and slipped only slightly last year to 67.5 billion francs. Average yield on assets restructured to a still respectable 0.98 percent last year after the 1983 high of 1.1 percent.

Just how this feat was accomplished remains something of a Swiss-like banking secret. But Klaus Zapf, managing director of Compagnie Luxembourgeoise de la Dresdner Bank AG, which even managed to top its good 1983 results last year, said the key was finding cheaper refinancing sources and new ways to make money.

Very little of the profits earned by the German banking group in Luxembourg, however, is being repatriated to the parent banks in West Germany. The bulk of it is being plowed back into risked risk reserves these days and probably for the foreseeable future.

Confronted by high risks and pinched spreads in Eurolending, the Luxembourg banks made an intense effort to diversify their business and tailor their services to the needs of client firms and private customers. The aim, said Werner Blessing, who sits on the board of both the Deutsche Bank and its market-leading Luxembourg unit, was "to eliminate cheap credit and shift to businesses that do not tie up capital."

Takeover loans to the U.S. oil corporations helped boost the volume of Eurocredit last year to \$112 billion from \$74 billion in 1983, but standard, internationally syndicated Euroloans were down again. Only about \$30 billion appeared to be new lending while most borrowers were taking advantage of favorable market conditions to restructure existing debt.

The important Eurobond market, however, continued its expansion. Total issue volume climbed to \$107 billion from \$76 billion in 1983. Around \$60 billion involved new Eurobonds, up 63 percent from \$49 billion in 1983.

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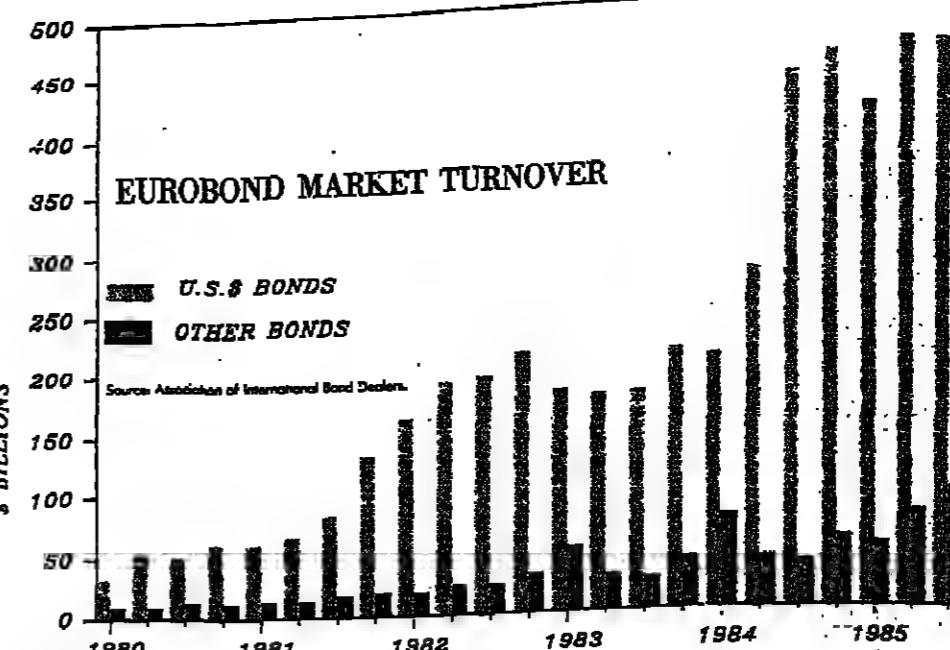
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## Global Capital Markets Post Record Volume

(Continued From Page 9)  
term loans that were on their books until repaid.

At the same time, it has sparked a contest in financial engineering where swaps — interest rates, currency rates, or both — are used to effect a lower cost of borrowing than could otherwise be achieved.

Salomon Brothers, for example, estimates that some \$20 billion of this year's business will be related to currency swaps. Interest rate swaps account for at least as much, but most likely more.

The rush for cheaper financing is shown in the latest data published by the OECD. Early redemptions of bond issues so far this year totals \$13.2 billion, about a seventeenfold increase from the \$900 million of last year.

Substantial prepayments of bank loans — not easily measured — have also been financed in the bond market. Meanwhile, renegotiation and refinancing of loan loans identified as such — no doubt, there are more that escape public view — total about \$33 billion, almost double last year's figure and a thirtythreefold increase from 1983.

All this coincides with a burst of activity in the capital markets for floating rate notes. FRNs have all the characteristics of a syndicated bank loan — a fixed margin of interest over the London interbank rate — but are listed securities, and therefore, tradeable.

FRNs now account for the bulk of the business in the Eurodollar sector of the Eurobond market — about 52 percent so far this year, compared with 47.5 percent last year and only 29 percent in 1982. Smaller markets for FRNs denominated in sterling, European currencies, and, for much less profit than they had previously earned on direct loans.

Equally worrisome is the perception that the banks now are motivated to blow up the volume of their activity — to boost current fee income. Will that push them to do business that increases long-term risk (swings swaps) or decrease long-term profitability (underwriting low-cost Euronotes)?

In other words, are the banks becoming addicted to volume, where the need to earn fees drives them to do business that runs counter to their own long-term profitability?

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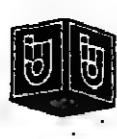
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## Gulf Deficits Limit OBU Recycling Role

By Anne Fyfe

DUBAI — When the offshore banking experiment was inaugurated in Bahrain 10 years ago, Manama in the world markets was envisaged as a conduit through which the surplus petrodollars of the Arab peninsula — the post-1981 oil glut was not in sight — would reach regional and international borrowers.

Bahrain would plug a gap in the time zones between the West and the Far East, and if the OBUs incidentally woke up the cozy world of Gulf commercial banking, that would be an added bonus, the argument ran. Implicit in the argument was the assumption that the neighbor-

boring monetary authorities, meaning the Saudi Arabian Monetary Agency principally, would not actively discourage the unit's recycling role.

The time-zone argument was overtaken by changes in working practices; the Gulf states' official surplus-managing bodies did not change their behavior in favor of Bahrain. In any case, the budgetary surpluses are now deficits and all the major authorities have acted to keep their liquidity out of Bahrain.

But only three OBUs have pulled out, out of the peak number of 78, and the rest, though slimmer in size, increased their lending by 15 percent last year.

SAMA's concerns have been to allow Saudi Arabia's own banks to grow in sophistication without unequal competition from the offshore units and to prevent its rivals from being traded beyond the monetarist agency's control.

In 1979, the kingdom ceased pricing contracts in riyals and changed to dollars. This was done to reduce the demand for forward riyals, which Bahrain had hastened to meet; then in January 1983 came the key Saudi policy decision that the kingdom's banks were not to invite nonresident banks to participate in riyal syndications without prior permission from SAMA.

More than once, since then, in its relatively frequent currency adjustments, SAMA has moved the riyal in the opposite direction to that on which Bahrain was speculating.

Both of the other erstwhile big-surplus sheikdoms, Kuwait and the United Arab Emirates, have had compelling domestic reasons to keep liquidity at home. Originally in Kuwait's case this was to encourage its dinar bond market, and then, in both cases, it was for the sake of their crisis-ridden domestic banks. These reasons are not about to disappear.

Nonetheless, nearly 70 percent of the offshore units' funds are now what the Bahrain Monetary Authority classifies as regional origin, a proportion that has grown from about 50 percent in the earlier years. The dollar accounts for more than 70 percent of all assets and liabilities, but of the 22 percent of

facilities that are in regional currencies, about two-thirds are thought to be offshore riyals.

Less than a quarter of their deposits (\$14.9 billion out of \$62.7 billion at the end of 1984 and \$12.6 billion out of \$57.2 billion in June 1985) are from nonbank sources. This high-cost, short-term nature of their funding continues to be one of the OBUs' main problems.

Assets peaked at \$63.5 billion in the first quarter of 1984 but at the end of 1984 failed for the first time to show a year-on-year rise, stagnating at \$62.69 billion. This compared with \$62.74 billion at the end of 1983. The end-first-half 1985 figure was down to \$57.2 billion.

Just under half of all assets are held in the region — a proportion that has declined in the 1980s — and just over half are held by the Arab banks, a proportion that is increasing at the expense of the European banks. Lending to non-banks grew by 15 percent in 1984 to reach \$18.4 billion — which the Bahrain Monetary Agency sees as encouraging — but declined again in the first half of this year to \$16.9 billion.

Conducting the regional surpluses to borrowers translated into two main lines of activity, syndicated credits and servicing contractors working in Saudi Arabia. The slump in the volume of world syndications, the cash-flow problems and rescheduling now afflicting some large Saudi clients and the planned cutback in the size of the construction sector in the kingdom's fourth five-year plan (1985-90) have all been serious for the banking scene.

Arab Banking Corporation and Gulf International Bank, the two big-capital Arab offshore units that were created at the beginning of the experiment, said at the time that syndications just happened to be a convenient source of fee income for their early days, rather than a permanent specialization.

For others, a cocktail of trade financing (now in the doldrums with imports declining), money-market dealing and services to clients from the home country working in the region has turned out to be the daily content of the Bahrain

operation. For most, the combination of high-cost money, high local overheads and fine spreads in a market that is shrinking generally and in which the demand for Saudi riyals is unstable, has led in 1984 and 1985 to a profound identity crisis. The growth of London as an alternative center for riyal trading has not helped.

The three OBUs that have pulled out were in some sense not typical. One was Continental Illinois, the others Security Pacific and Banco Comercio e Industria de São Paulo. More indicative has been the closure of two dealing rooms — Barclay's and Midland's. Cost-cutting and, in particular, staff reductions have become general.

For the future, assets in the Far East is the current vogue, together with fee-generating services and other individual paths, including personal portfolio management marketing, acquisitions in the case of Arab Banking and a complete turnaround in that of United Gulf Bank, which is switching to investment services — none of which constitute a niche in the world markets, which is Bahrain's exclusive preserve.

One of the reasons for the unattractiveness of regional risk is the very fundamental determining issue of the legal framework. When the client-bank relationship was a happy one back in the boom days, the issue that really defines whether the Gulf has a place in the world

markets, which is Bahrain's exclusive preserve.

However, their lack of foreign reserves handicaps their ability either to finance their own exports or to guarantee payment of urgently needed imports such as spare parts, sophisticated medicines and advanced machinery.

Banking is a secular activity and the Gulf is not a secular society. Local courts are increasingly uncomfortable about enforcing non-Islamic law against Moslems in favor of banks; where they do, enforcing their judgments is not automatically feasible in real political terms. Neither Bahrain nor its neighbors seems close to resolving that contradiction.

Through a system of performance bonds and bank guarantees, the rules of trade finance are meant to ensure that the buyers receive what they ordered for and the sellers get their bills settled on time. If something goes wrong somewhere along the line, such as a question of quality or late payment, corrective devices are built into the system.

For instance, the most favored form of transac-

tion for exporters is the so-called confirmed irrevocable documentary credit. Under this system, if the purchaser fails to make payment in

accord with the agreed-upon terms, the guarantor bank must pay the supplier.

This system breaks down when convertible funds suddenly become lacking. At present, a number of national banks in the Middle East and Africa are pleading that they no longer possess the foreign currency with which to meet their obligations on export transactions that they have undertaken.

In order to stay in business, many companies in the industrialized world are compelled to export a large part of their output since their domestic market has long since become saturated. Hence, they and their banks are willing to make and finance sales to high-risk customers that only a few years ago would have been turned away. The catch is that these buyers usually lack the foreign exchange to pay for the purchase. Therefore, the sellers must enlist their banks to lend the money with which the pur-

chasers can buy their goods.

For their part, the sellers often are buying capital goods from the industrialized countries in order to develop their own capacity to sell exports on the world market and thus earn foreign exchange.

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## China Increasing Activities on World Markets

By Patrick Smith

HONG KONG — As its modernization plans proceed, and as global interest rates decline, China is substantially increasing its activity in the world's major capital markets.

So far this year, Chinese institutions have issued \$818 million in medium-term debt instruments — seven fixed-rate bonds and a floating-rate certificate of deposit. Together these are worth more than four times the value of similar issues by China in the previous three years combined.

These securities amount to a tiny fraction of this year's new issues in the Eurobond market. But financial analysts here view them as an indication of China's growing familiarity with world markets and its increased desire to tap them.

"The Chinese have been dabbling in the capital markets for several years," said a banker with close ties to the mainland. "Now they recognize that there is a huge pool of money available for the megaprojects they will require to develop their economy."

"As it has in the past, China is expected to continue stressing multilateral loans and government-to-government credits as primary sources of external finance. These include World Bank loans and export-import facilities tied to specific purchases of capital equipment from abroad."

But the drop in interest rates since their peaks in 1981 has made commercial sources of credit substantially more accessible to China.

Beyond this, China also wants its enterprises to learn how to survive

in an unsubsidized environment.

And it has demonstrated some reluctance to use arrangements, such as supplier credits, that have stringent conditions attached to them.

Given these considerations,

bankers here view China's entry into European and Asian debt markets as a logical step.

"They seem to have analyzed the options and recognized the bond markets as the best place to go," said Oliver Greeves, managing director of Chase Manhattan Asia in Hong Kong. "It's the cheapest money and the best terms."

Citic, a cabinet-level enterprise founded in 1979 to attract foreign investment, was responsible for one yen bond and one Deutsche mark bond; the rest were issued by the Bank of China, Beijing's foreign-exchange bank.

Both institutions on-lend their funds to specific projects, generally those generating their own foreign

exchange or those substituting domestic products for imports. The other priority is basic infrastructure, such as roads, harbors and energy projects.

Because much of China's investment is now concentrated on long-term development, Beijing is likely to avoid the syndicated-loan market, where funds are relatively expensive and extended for shorter terms.

Legal sources suggest that China is also avoiding the British and U.S. bond markets because of lingering disputes related to bonds issued before the Chinese revolution in 1949. Beijing, terming such issues "odious debts," has denied responsibility for them.

The Chinese are making salami-slicing gestures to test official reactions in various markets," a British attorney here said.

Thus far there has been no government opposition to Chinese debt issues in the markets that China has selected. Nor do bankers consider the old bonds a hindrance.

In London last September, the Bank of China skirted the problem by issuing a certificate of deposit — five-year, floating rate CDs worth \$200 million.

But bankers emphasize that China has so far taken a standard route

through Tokyo and Europe to establish a reputation in the marketplace before submitting to stringent U.S. rating standards. In Tokyo, issues this year have had double-A and triple-A ratings.

Despite restrictions imposed this year on imports and foreign-exchange outflows, most bankers expect China to continue borrowing from commercial sources abroad, particularly in view of a dramatic drop in the nation's foreign-exchange reserves this year. And although hard-currency spending will be carefully controlled, investment authority is still being decentralized.

As an indication of this, bankers say institutions in Guangdong and Fujian provinces are likely to issue their own bonds next year. The Guangdong International Trust and Investment Corp. has already announced plans for issues in yen and Hong Kong dollars.

In the meantime, Singapore's general fortunes have nosedived and analysts are predicting a retraction of the economy by as much as 5 percent by the end of the year. This would be the country's worst economic performance in two decades.

The financial sector, which contributed an average of 20 percent of Singapore's gross domestic product



Construction in China's new economic zone at Shenzhen.

## Downside Risks Put Brake on Australian Market

By Patricia Angly

SYDNEY — The continued slide of the Australian dollar, an overhang of available paper and concern about the lack of depth in secondary markets has put a brake on the EuroAustralian dollar market in recent weeks.

After a startling growth in late 1984 and the early part of this year (total volume of 10 issues in 1984 worth 361 million Australian dollars to 76 issues from January through September 1985 worth 3.715 billion dollars) a reduction in arbitrage spreads and a lack of institutional support have whittled away intrigue about what one Australian banker calls the "exotic currency" market in Europe.

"There is no doubt that there is a sign of overhang of paper now and quite a lot of Australian-denominated bond paper is directly looking for a home," said Paul Rizzo, the general manager, international, of the Melbourne-based ANZ banking group.

"I think it's because of the arbitrage that was available in the beginning with swaps and that isn't there now. Before it was a play on a combination of high interest rates and the feeling that the currency didn't have any downside risk. Now I think there are a lot of people holding paper they'd love to sell it," he said.

According to a recent article in the Australian Financial Review, the early 1985 reaction to Australian paper was based on the idea that "for European investors and analysts the Australian dollar was oversold relative to an underlying

Australian inflation rate of between 5 and 6 percent."

In the months to April, the Australian dollar had fallen from .83 to .66 against the U.S. dollar. On a trade-weighted basis the depreciation was 20 percent.

This month's renewed attack on the Australian dollar, dragged down at one point to .65 against the U.S. dollar, would have done nothing to improve the marketability of Aussie paper, which is already under siege due to the more general arguments that the Australian economy may not really be on the rebound.

It is a feeling shared now by many both within Australia and in international organizations and is based in part on a growth of the M3 money supply of over 14 percent, a public-sector borrowing requirement of 7.5 percent of gross national product and a current-account deficit of 5 percent of GNP. Figures released in mid-November showing a record 1.64 billion dollars current-account deficit for the month of October did nothing to relieve immediate uncertainty, pushing interest rates to a three-year high.

Trevor Rowe, a vice president of Salomon Bros. in Sydney, said: "If one wants to come to the EuroAustralian dollar market, right now with the outlook for the dollar it's not easy. There have been two issues in the last fortnight, but the frequency of issues has dried up and the market is certainly oversold. The street is as long as they say."

What is lacking in Europe is any institutional appetite for Australian paper. In the last fortnight, but the frequency of issues has dried up and the market is certainly oversold. The street is as long as they say."

The market may well get another lift through innovative products. Until recently all Australian issues had been straight issues. But there has recently been one Australian-dollar shogun issue and the first Australian-dollar floating rate

note. Market watchers are also predicting the development of a zero coupon EuroAustralian-dollar issue or a EuroAustralian-dollar convertible issue.

According to Mr. Rowe, of Salomon Bros., "the Eurokiwi [New Zealand dollar] market has also been 'fairly difficult' during the year; it went fairly quiet but more recently there have been some new issues offering higher rates."

Two, led by Paribas, were each for 50 million New Zealand dollars over three years with an 18-percent coupon, well above the 16-percent prevailing for issues in August. The clients were Fiat and Paribas Luxembourg. The total kiwi-dollar figure on the Euromarket for 1984 and 1985 is nearly 2.684 billion New Zealand dollars.

The recent sluggishness of the New Zealand Euromarket may well be due in part to the watchful eye that the Reserve Bank of New Zealand keeps on offshore transactions. While there is no formal vetting, in April 1985 in conjunction with the Treasury Department, the central bank introduced an "informal notification system" with regard to borrowers entering the New Zealand dollar Euromarket. And despite the reduction of issues the Reserve Bank made it clear again in early November that it wants to continue to "monitor the notification system."

And the fact that investors now

have two other currency sectors offering comparable coupons and returns (the Eurofranc and Eurolira) may well mean that the EuroAustralian market in particular has already enjoyed its heyday.

## Singapore Remains Frustrated in Bid To Become Asia's Financial Center

By Dinah Lee

HONG KONG — Only three years ago it was common to hear of a race between Singapore and Hong Kong to become the dominant financial services center in Southeast Asia.

No one refers any more to such a contest partly because Hong Kong has weathered two years of uncertainty over its political future after 1997, when it reverts to Chinese sovereignty, and has emerged with a more clearly defined role as a crucial source of funds and know-how for China's modernization.

Recent moves in Tokyo to liberalize Japan's financial markets have also added an element of uncertainty in any regional race for financial business, a worry acknowledged by Richard Hu, the chairman of the Monetary Authority of Singapore, the quasi-central banking body.

In the meantime, Singapore's general fortunes have nosedived and analysts are predicting a retraction of the economy by as much as 5 percent by the end of the year. This would be the country's worst economic performance in two decades.

"As the Asiadollar market got larger, its growth rate was bound to go down, and as a banking tool, it has settled down into a stable pattern," said a British merchant banker based in Singapore.

Moreover, a continuing criticism of the market has been that much of the Asiadollar business is speculative, with most transactions consisting of interbank credits.

Another development, the introduction of offshore banking units based in the United States, called International Banking Facilities, has resulted in the sharp decline in assets held by U.S. banks in offshore banking centers, including Singapore, according to an analysis of U.S. banking activity recently published by the American Express Bank in London.

Despite these setbacks, merchant bankers in Singapore say that the Singapore authorities appear satisfied with the performance of the Asiadollar market. But in terms of Singapore's growth into a financial center, they are clearly frustrated with the development of Singapore as a fund management center, the British banker added.

Despite the political uncertainties of the last two years, Hong Kong remains the region's predominant center for fund management.

Singapore has tried to draw more investment management away from other financial centers in various ways, most markedly by offering tax concessions to some of the banks that lend or borrow through offshore banking units, or Asian Currency Units. These are not units of currency, but separate foreign-currency departments in the banks. The tax concessions also apply to interest received by depositors.

So far, only eight of the 176 licensed Asian Currency Units operating in Singapore have been accorded the tax concessions, even though the Singapore government's expressed aim is to boost fee-based income for financial institutions.

Mr. Hu, in a report last July in The Economist, said that the bulk of funds placed in Singapore for management comes from rich, private clients in the region.

"What's missing at the moment is large volumes of institutional money," he said. "The bulk of it is in New York, and even in Hong Kong they have substantially more institutional money being managed."

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November 1985

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The Chase Manhattan Corporation

(Incorporated in the State of Delaware)

Floating Rate Subordinated Notes Due 1997



## FUTURES AND OPTIONS

## SEC Seeks to Reduce Effects of Index Plays

By JAMES STERNBERG

*New York Times Service*

**N**EW YORK — The fun may be drawing to a close on some of the complex arbitrage plays between stock-index options and the stock market as the Securities and Exchange Commission steps up its efforts to find a means of reducing the volatility that the investments can cause in the stock market.

The arbitrages have been controversial since April 1984, when the stock market suddenly leaped 12 points in the last hour of trading one day, bursting some investors and scaring many others.

This gyrating, and a spate of similar market moves last summer, were the result of investments that involve buying or selling stock-index options or futures, and taking an opposite position in a basket of the underlying stocks. The stock market can rise or fall sharply when these programs are initiated.

Congress, concerned that the stock market might be turning unfairly against the smaller investor, pressured the SEC to act. This resulted in a letter from Richard Chase, the commission's assistant director of market regulation, to the exchanges on Oct. 16 with suggestions for new rules. Since the commission has jurisdiction only over options, and not futures, the proposals only directly concern the index options.

Mr. Chase's letter proposed that the limit on how many index options an investor can hold be slowly reduced, or "telescoped," as expiration approached. For instance, he wrote, the limit of 15,000 contracts on the Standard & Poor's 100 option might be cut to 10,000 on the third day before expiration and to 3,000 on the expiration day. The options expire on the third Friday of each month.

**A**NOTHER suggestion was that the expiration dates of the different contracts might be staggered so as not to fall on the same day.

At a meeting on Nov. 14, the exchanges strongly resisted what they regarded as an arbitrary limit on legitimate market action. The Chicago Board Options Exchange insisted that, anyway, the stock market disruptions were growing smaller as more players jumped into play.

The exchanges have proposed that an independent study by an academic be done on the subject before any changes are instituted. "What we're worried about is that the cure may be worse than the perceived disease," said Paul G. Stevens, executive vice president of the American Stock Exchange.

"We don't have any problem with a study," Mr. Chase said in a telephone interview. "But we don't want a delay."

Traders, too, have been unmoved by the arguments for telescoping. "I love volatility because I'm a trader," said Anthony C. Woodruff, an arbitrager at Kidder, Peabody & Co. "These arbitrages compress market movements into shorter spans of time, but it just makes them do what they would have done anyway. I don't really like the idea of some new limits."

Mr. Chase emphasized that the commission was moving deliberately slowly on the issue and was not even convinced yet that it must create new rules. He added that the commission would be closely watching, on Dec. 20, when major index options and futures all expire at once.

It was likely, Mr. Chase said, that the SEC and the Commodity Futures Trading Commission, which regulates index futures, would institute consistent rules on the two types of contracts.

(Continued on Page 17, Col. 1)

## Currency Rates

Cross Rates									
Nov. 25									
	U.S.	D.M.	F.F.	H.L.	S.D.	S.F.	Yen	£	Yen
Amsterdam	2.085	4.229	12.045	34.955	0.047	5.564	132.98	14.03	74.7
Brisbane	3.78	7.678	20.228	6.64	2.994	7.955	24.69	2.564	14.7
Frankfurt	2.365	3.761	—	2.019	1.482	4.803	122.99	1.278	6.2
Glasgow	2.07	3.523	—	1.923	1.329	4.525	122.99	1.278	6.2
London	1.7239	2.5738	6.7124	20.228	0.047	5.564	132.98	14.03	74.7
Melbourne	4.6014	9.2533	2.748	12.045	34.955	0.047	2.10	28.45	—
Paris	7.214	11.648	3.8475	—	4.5151	2.965	35.843	3.7295	3.8475
Tokyo	20.325	29.51	78.09	25.63	11.39	48.38	286.03	95.56	—
Vienna	2.0713	3.2846	81.85	8.128	1.202	7.271	44.04	1.584	1.202
Yalta	1.8174	2.7314	—	1.8174	1.202	4.803	122.99	1.278	6.2
Zurich	1.8025	2.7281	—	1.8025	1.202	4.803	122.99	1.278	6.2

Currencies in London and Zurich. Ratings in other European centers. New York rates of P.M.

(a) Commercial franc (b) Amounts needed to buy one pound (c) Amounts needed to buy one dollar (d) 1/4 Units of DM (e) 1/4 Units of £ (f) Units of 1,000 (g) Units of 10,000 N.O.L. not quoted; N.A.: not available.

(h) 1/2 Units of DM (i) 1/2 Units of £ (j) 1/2 Units of 1,000 (k) 1/2 Units of 10,000 (l) Not available.

(m) Sterling: £1.3455 (n) Yen: 14.7

Source: Bankers' Association (dollar, DM, SF, Pound, FF); London Stock (ECU); Reuters (DM, SF, Yen); Bank of America (DM, SF, Pound, FF); Bank of France (Yen); Bank of Italy (DM, SF, Pound, FF); Bank of Paris (Paris); Bank of Tokyo (Tokyo); IMF (SDR); BAAI (other rates, others).

## Interest Rates

Eurocurrency Deposits									
Nov. 25									
	Dollar	D-Mark	Swiss	FF	Sterling	FFP	ECU	SDR	Yen
1 month	8.0%	8.0%-9%	2.7%-3%	—	8.0%	8.0%-9%	8.0%	7%	—
2 months	8.0%-9%	8.0%-9%	2.8%	—	8.0%	8.0%-9%	8.0%	7%	—
3 months	8.0%-9%	8.0%-9%	2.9%	—	8.0%	8.0%-9%	8.0%	7%	—
4 months	8.0%-9%	8.0%-9%	2.9%	—	8.0%	8.0%-9%	8.0%	7%	—
1 year	8.0%	8.0%	2.9%	—	8.0%	8.0%-9%	8.0%	7%	—

Source: Morgan Guaranty (dollar, DM, SF, Pound, FF); London Stock (ECU); Reuters (DM, SF, Yen); Bankers' Association (dollar, DM, SF, Pound, FF); Bank of America (DM, SF, Pound, FF); Bank of France (Yen); Bank of Italy (DM, SF, Pound, FF); Bank of Paris (Paris); Bank of Tokyo (Tokyo); IMF (SDR); BAAI (other rates, others).

(DM, SF, Yen) Dollars convertible to Interbank deposits of \$1 million minimum for each country.

(ECU) Sterling: £1.3455 (Yen) Yen: 14.7

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## \*\* BUSINESS ROUNDUP

**\$1.3-Billion Offer Made For National Gypsum**

(Continued from Page 15)

DALLAS — An investor group led by senior executives of National Gypsum Co. announced a proposal Monday to acquire the company in a leveraged buyout valued at up to \$1.3 billion.

Under the plan, the 22.8 million shares outstanding of the Dallas-based company could be exchanged for a package of \$923.4 million in cash and \$387.6 million in securities.

**Baxter Announces 6,000 Layoffs**

(Reuters)

CHICAGO — Baxter Travenol Laboratories Inc. plans to lay off 6,000 to 6,500 workers, or 10 percent of the combined Baxter and American Hospital Supply Corp. work force, Baxter announced Monday.

The move is part of a plan to consolidate the two companies' operations, Baxter said. It follows a \$3.8-billion merger of the concerns announced in July.

Vernon R. Loucks, Baxter's president, was named president and chairman of the combined companies Friday at a special meeting of Baxter shareholders that approved the merger. Concerning the separation of power between the two companies, Mr. Loucks said: "We're looking at a team management approach that is in essence a 50-50 kind of thing. The merged company is too big for one person to operate," he added.

**Arab National Posts 19% Fall in Net**

(Reuters)

JEDDAH — Arab National Bank reported Monday an 18.6-percent decline in net income in the first three quarters of 1985.

The report comes as banks in Saudi Arabia face growing pressure on earnings as oil revenues and government expenditure decline. Last week Saudi American bank reported a 22-percent profit decline in the first nine months of this year.

In an unaudited statement, Arab National said net for the nine months ended Sept. 30, 1985, was \$9.3 million (riyals, \$44 million), compared with 197.6 million riyals in the same period last year. Net for all of 1984 was 241.6 million riyals.

**Brazil Plans to Shrink State's Role**

(Continued from Page 15)

1986, in fact account for only 15 percent of economic production and 29 percent of investment, albeit remaining highly visible; the government owns nine of Brazil's 10 largest companies.

Petrobras was chosen to initiate the program, which the government prefers to describe as "destatization," because it has a good profit record and some of its shares are already traded. In this case, in an effort to attract first-time investors, the shares will first be sold in small lots through 15,000 bank and brokerage offices around the country.

The operation has also enabled the government to assure alarmed nationalists that it will not surrender control of Petrobras or other large corporations active in strategic areas. The shares being put on the market this week represent only 6.6 percent of the preferential stock and, while they can be acquired by foreigners, their holders have no right to vote.

Henri Philippe Reichert, head of state enterprises in the Planning Ministry, said this same method could also apply to shares in the mining giant, Companhia Vale do Rio Doce, the Telebras telecommunications corporation and Post and Telegraph Co., all of them in healthy financial condition.

He added that, after completion of a World Bank-assisted program to capitalize and reorganize the Eletrobras electricity monopoly and the Siderbras steel company, their shares should be marketable.

**SEC Acts on Options' Effects**

(Continued from Page 15)

Just the mention of options has long had the ability to scare corporate treasurers. Rightly or wrongly, options carry a reputation of being the tool of a gambler, not of a prudent investor.

"There's an old corporate adage: Nobody ever makes money trading options," said Gil L. Leidner,

**China's Trade With U.S. Grows**

(Reuters)

BEIJING — Trade between China and the United States rose to \$3.04 billion in the first eight months of this year from \$4 billion in the year-earlier period, the U.S. Embassy said Monday.

A statement said U.S. exports rose to \$2.36 billion from \$1.71 billion, free alongside ship. U.S. imports, on cost, insurance, freight basis, grew to \$2.68 billion from \$2.29 billion.

China's main purchases from the United States were logs and lumber, coal, machinery, fertilizers, scientific instruments and commercial aircraft, the embassy said.

**China, U.S. Firm Are Said to Plan An Oil Refinery**

(Reuters)

PARIS

HONG KONG — China's government-run Shenzhen Gulf Petrochemical Industrial Corp. is planning to set up a joint venture with a privately held U.S. company to build an oil refinery in southern China near Hong Kong, an official of the Chinese concern said Monday.

National Gypsum shares rose \$2.75 to \$46.75 on Monday from the New York Stock Exchange.

In a leveraged buyout, buyers borrow money to acquire a company and repay the loans with earnings of the company or sale of its assets.

The group seeking to buy National Gypsum includes the chairman and chief executive officer, John P. Hayes; the vice chairman, John M. Thompson Jr., and the president and chief operating officer, James R. Voisinet. It also includes private and institutional investors.

National Gypsum makes and supplies building products and services.

The investor group said that it had obtained a written proposal from an undisclosed financial institution to represent and participate in a syndicate of banks to provide a "substantial portion" of the financing for the acquisition.

It said additional funds for the acquisition would come from the issuance of a new series of senior subordinate debentures. The group has named Goldman, Sachs & Co. as financial adviser.

The proposal was to be presented to National Gypsum's board on Monday. (AP, Reuters)

**COMPANY NOTES**

Eustis Securities said it and Dillon Read & Co. are lead-managing a placement of one million "A" share stocks of Saab-Scania AB, the Swedish motor and aerospace group, purchased from the Knut and Alice Wallenberg Foundation to raise \$42 million (\$61.1 million).

Fermento AB of Sweden is to buy an antibiotics plant owned by Gruppo Lepetit SpA, the Italian pharmaceutical subsidiary of the U.S. Dow Chemical group, within the next two months. The plant, in Rovereto, northeast Italy, is one of the biggest in Europe. Terms were not announced.

GTM Entrepose, a French construction group that is a subsidiary of sted group Vallourec, has won a 350-million-franc (\$44.6-million) contract to supply civil engineering for Singapore's elevated mass transit system.

Hifield Ltd. of Japan will build a new computer disk storage assembly plant in Norman, Oklahoma, that will employ more than 500 employees by 1991. The plant will be capitalized at \$9 million, but a

**Peugeot Pins Its Hopes for Revival on the Newly Launched 309 Sedan**

(Reuters)

PARIS — Peugeot SA hopes its new 309 sedan can restore the company to profit next year.

The early signs look promising. The privately owned French automaker expects to break even this year after posting losses sharply in 1984. Good sales of Peugeot's small two-door 205 model contributed to the better results.

The medium-sized 309 was launched last month, and the company says initial sales are encouraging.

While sales have improved in recent months, Renault has been grappling since early 1984 with losses running at around one billion francs a month.

Both companies have suffered from labor disputes over the past two years, mainly over attempts to cut the work force and modernize equipment.

But Peugeot has fared better in terms of sales, winning 34.3 percent of the domestic new car market in the first 10 months of this year, compared with Renault's 29 percent.

During the first nine months, Peugeot had an 11.2-percent European market share, unchanged from a year earlier and just ahead of Renault, whose share eased 0.1 percent, to 10.7 percent.

The 309, priced at between \$3,000 and \$8,000 francs, is being marketed as a direct competitor with the Renault 11, Ford Escort, Fiat Ritmo, Opel Kadett and Volkswagen Golf.

total of \$45 million will be invested in the plant in the next five years.

Hyundai Corp.'s chairman, Chung Ju Yung, in a 70th birthday interview, said that cars, electronics and semiconductors will be the major business areas of his South Korean group in the future and for the time being it would not make additional investments in construction and shipbuilding.

LTV Corp. said the union membership at its Gulf States Steel Corp. unit, a Gadsden, Alabama, steel mill, has approved the acquisition of Gulf States for undisclosed terms by the unit's employee stock ownership plan. LTV was required to diversify the unit after it acquired Republic Steel Corp.

Matsushita Electronic Components, Europe, Gabh of Japan is seeking a production site in Europe because of increasing demand for

videotape recorder and color television tuners, a company spokesman said. The company produces about 50,000 tuners a month.

Paccar Inc., a U.S. commercial vehicle producer, is expected to sign an agreement this year with Volkswagen AG to market Brazilian-made VW trucks in North America.

Renault, the French state-owned automaker, is closing its Flins plant, west of Paris, for two days as part of a series of brief closures to avert overproduction. The plant employs 14,000 workers.

Todd Shipyards Corp., the largest independent U.S. shipbuilding company, said about 2.26 million Aro Corp. shares, more than 94 percent of those outstanding, were tendered in response to its offer. Aro manufactures air-powered equipment.

British Midlands, where the right-hand drive model is being produced.

Much of the 2.5 billion francs Peugeot has invested in developing the 309 model and the Poissy works west of Paris and the Ryon plant in the

next May, Ryon is scheduled to turn out 200 Peugeot 309s a day.

The introduction last month of the 309 model comes as labor relations in the French car industry remain overshadowed by the depressed state of the new car market. This has led to severe job cuts.

## THE TOP FRENCH QUALITY FIRMS

Henry Racamier, President



A second Parisian shop opened on Nov. 6 on the elegant Avenue Montaigne, next month stores open in Vienna and Venice and in 1986, one are scheduled for Sydney, Bermuda and Beijing. This expertise will be used to promote the international distribution of the Spanish leather firm, Loewe, with whom they are creating an international subsidiary. Vuitton's distinctive status-symbol Monogram line, soon to celebrate its 50th birthday, remains an undisputed superstar, but the company is busy researching and producing new designs that Racamier calls "alternatives, not replacements" to their celebrated canvas. Stratos, a technically updated suitcase, came out in September and a new line in vividly colored leathers called Epi has already had an enthusiastic reception.

Technology never eschews craftsmanship as Louis Vuitton and a large proportion of work is still done by hand. For example, Racamier says, "What is cut by our new system of laser is then sewn by hand."

Winner of the 1985 French Grand Prize for International Communication, Vuitton has proved as much a pioneer in the art of corporate image-building as that of travel, acclaimed for their art photo advertising by Jean Lariviere. Next year they are sponsoring a series of prestigious events from January's La Traviesa at the Paris Opera to the Louis Vuitton Cup for the winner of the America's Cup challenger races in Western Australia. A contemporary travelling exhibition, shown in London at the Victoria and Albert, is now at Milan's Di Storia Contemporanea museum and will be at the Cooper Hewitt in New York next spring.

AN ANNOUNCEMENT BY THE COMITÉ COLBERT

# DSM is talking the language of the future today!

TOMORROW is the day after today. At DSM we got there yesterday.

In the hotly competitive

world of new technologies we have established a leading position in the supply of specialist materials that are transforming the range of products and markets serviced by our customers.

Supplying the needs of manufacturers in electronics, data processing and telecommunications is part of the daily dialogue

between our scientists and engineers and our customers.

The process doesn't stop

there. DSM is already looking to the twenty-first century with high performance plastics and tailor-made components for spearhead industries such as automation and telecommunications.

As one of the world's top ten chemical groups we are a vital and ambitious

**DSM**

company with product and capital expansion plans running into the next decade. To achieve these ambitions DSM seeks out the brightest of talents.

More than one hundred graduates join us every year to keep up the momentum of our research into new technologies. Our secure financial base ensures that we have the means to match our ambitions...and those of generations to come. With confidence.

— leave it to the professionals.

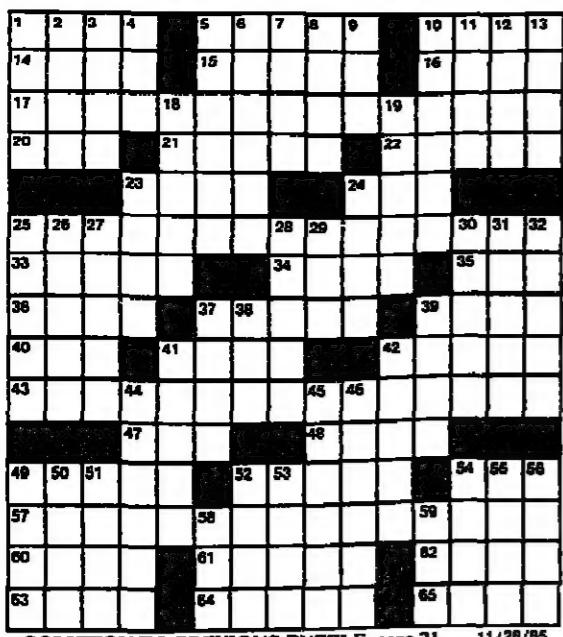
DSM P.O. Box 6500, Heerlen, 6401 JH, The Netherlands Telex: 56018











SOLUTION TO PREVIOUS PUZZLE, page 21 11/26/85

**ACROSS**

- 1 Rice U. team
- 5 Flying machine
- 10 Forehead
- 14 Bring up
- 15 Added rapidly
- 16 Midianite king
- 17 Bird of the Golden State
- 20 Alias: Abr.
- 21 July 16, 1945, event
- 22 Vacant
- 23 Served
- 24 Rascals
- 25 Maryland's state bird
- 33 Inspire
- 34 Siberian city
- 35 Existed
- 36 Chem rooms
- 37 Rainbow or steelhead
- 39 Intends
- 40 Shelley's "to the West Wind"
- 41 Departs
- 42 "Get Your Gun"
- 43 Alaska's state bird
- 47 Age
- 48 Ruler on Olympus
- 49 "Up, Doc?"
- 50 Streisand film

**DOWN**

- 52 Author of "Endymion"
- 54 "Ball —"
- 57 New York's state bird
- 60 To the sheltered side
- 61 Venturous one
- 62 Mars: Comb.
- 63 Laugh loudly
- 64 Pro-wrestling sound
- 65 Duck or color
- 66 Black cuckoo
- 67 Honker on high
- 68 Diluted
- 69 Tra—
- 70 —Lanka
- 71 For the time being
- 72 Rio Grande
- 73 Hard
- 74 —Harding and Bith
- 75 Night, in Nice
- 76 Clean-air-and-water agency
- 77 Sultanate
- 78 Bornate
- 79 Actual
- 80 Disney or Kelly
- 81 Prima — (on first view)
- 82 Peculiar trait
- 83 Some corp. employees

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## DENNIS THE MENACE



"ISN'T IT ALWAYS NOW?"

**JUMBLE.** THAT SCRABLED WORD GAME by Henri Arnold and Bob Lee



Unscramble the four Jumbles, one letter to each square, to form four ordinary words.

HOCEK

LURTY

CALAPE

RERROT

Print answer here:

(Answers tomorrow)

Yesterday's Jumble: FRIAR TESTY ENTIRE HELMET  
Answer: Sometimes a police dog is the only law with this—TEETH IN IT

## WEATHER

**EUROPE**

	HIGH	LOW	HIGH	LOW
Afrique	C	F	F	C
Amsterdam	15 57	57 57	57 57	57 57
Athens	17 65	65 65	65 65	65 65
Berne	5 51	51 51	51 51	51 51
Berlin	1 34	34 34	34 34	34 34
Bucharest	6 42	42 42	42 42	42 42
Budapest	5 41	41 41	41 41	41 41
Copenhagen	3 37	37 37	37 37	37 37
Denia Del Sol	6 45	45 45	45 45	45 45
Dublin	6 45	45 45	45 45	45 45
Edinburgh	5 41	41 41	41 41	41 41
Finnland	11 52	52 52	52 52	52 52
Frankfurt	1 34	34 34	34 34	34 34
Geneva	1 34	34 34	34 34	34 34
Helsinki	7 51	51 51	51 51	51 51
Istanbul	17 65	65 65	65 65	65 65
Lis Palma	24 75	75 75	75 75	75 75
London	10 52	52 52	52 52	52 52
Madrid	6 45	45 45	45 45	45 45
Milan	6 45	45 45	45 45	45 45
Moscow	11 52	52 52	52 52	52 52
Munich	1 34	34 34	34 34	34 34
Nice	11 52	52 52	52 52	52 52
Oslo	1 34	34 34	34 34	34 34
Paris	2 34	34 34	34 34	34 34
Riga	8 54	54 54	54 54	54 54
Rome	1 34	34 34	34 34	34 34
Stockholm	6 45	45 45	45 45	45 45
Szczecin	1 34	34 34	34 34	34 34
Turin	12 65	65 65	65 65	65 65
Tokyo	1 34	34 34	34 34	34 34
<b>AFRICA</b>				
Algiers	17 65	65 65	65 65	65 65
Cario	17 65	65 65	65 65	65 65
Conakry	17 65	65 65	65 65	65 65
Harare	17 65	65 65	65 65	65 65
Malabo	12 65	65 65	65 65	65 65
Tunis	12 65	65 65	65 65	65 65
<b>NORTH AMERICA</b>				
Anchorage	-28 15	15 -5	15 -5	15 -5
Boston	5 41	41 41	41 41	41 41
Calgary	1 34	34 34	34 34	34 34
Denver	1 34	34 34	34 34	34 34
Honolulu	29 79	79 21	79 21	79 21
Los Angeles	15 52	52 21	52 21	52 21
Montreal	28 79	79 21	79 21	79 21
Minneapolis	-13 23	23 14	23 14	23 14
New York	17 45	45 1 34	45 1 34	45 1 34
San Francisco	14 57	57 8 45	57 8 45	57 8 45
Toronto	1 34	34 1 34	34 1 34	34 1 34
Washington	13 55	55 sh	55 sh	55 sh
<b>ASIA</b>				
Bangkok	28 79	79 21	79 21	79 21
Beijing	28 79	79 21	79 21	79 21
Hong Kong	28 79	79 21	79 21	79 21
Kuala Lumpur	28 79	79 21	79 21	79 21
Manila	28 79	79 21	79 21	79 21
Taipei	28 79	79 21	79 21	79 21
Tokyo	1 34	34 1 34	34 1 34	34 1 34
<b>AFRICA</b>				
Abidjan	22 66	66 sh	66 sh	66 sh
Algiers	19 44	44 5 41	44 5 41	44 5 41
Jerusalem	19 44	44 5 41	44 5 41	44 5 41
Tel Aviv	22 72	72 13	72 13	72 13
<b>MIDDLE EAST</b>				
Ankara	7 42	42 M	42 M	42 M
Bahrain	19 44	44 5 41	44 5 41	44 5 41
Damascus	19 44	44 5 41	44 5 41	44 5 41
Jerusalem	19 44	44 5 41	44 5 41	44 5 41
Tel Aviv	22 72	72 13	72 13	72 13
<b>OCEANIA</b>				
Auckland	19 44	44 13	44 13	44 13
Sydney	22 72	72 18	72 18	72 18
Tarawa	19 44	44 13	44 13	44 13
<b>ASIA</b>				
Beijing	22 66	66 sh	66 sh	66 sh
Chengdu	22 66	66 sh	66 sh	66 sh
Guangzhou	22 66	66 sh	66 sh	66 sh
Hong Kong	22 66	66 sh	66 sh	66 sh
Kuala Lumpur	22 66	66 sh	66 sh	66 sh
Manila	22 66	66 sh	66 sh	66 sh
Taipei	22 66	66 sh	66 sh	66 sh
Tokyo	1 34	34 1 34	34 1 34	34 1 34
<b>EUROPE</b>				
Berlin	10 52	52 1 34	52 1 34	52 1 34
Brussels	17 65	65 1 34	65 1 34	65 1 34
Paris	19 44	44 1 34	44 1 34	44 1 34
Vienna	7 42	42 1 34	42 1 34	42 1 34
Vienna	7 42	42 1 34	42 1 34	42 1 34
Zurich	19 44	44 1 34	44 1 34	44 1 34
<b>AFRICA</b>				
Abidjan	22 66	66 sh	66 sh	66 sh
Algiers	19 44	44 1 34	44 1 34	44 1 34
Jerusalem	19 44	44 1 34	44 1 34	44 1 34
Tel Aviv	22 72	72 13	72 13	72 13
<b>MIDDLE EAST</b>				
Ankara	7 42	42 M	42 M	42 M
Bahrain	19 44	44 5 41	44 5 41	44 5 41
Damascus	19 44	44 5 41	44 5 41	44 5 41
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<b>OCEANIA</b>				
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<b>ASIA</b>				
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Kuala Lumpur	22 66	66 sh	66 sh	66 sh
Manila	22 66	66 sh	66 sh	66 sh
Taipei	22 66	66 sh	66 sh	66 sh
Tokyo	1 34	34 1 34	34 1 34	34 1 34
<b>EUROPE</b>				
Berlin	10 52	52 1 34	52 1 34	52 1 34
Brussels	17 65	65 1 34	65 1 34	65 1 34
Paris	19 44	44 1 34	44 1 34	44 1 34
Vienna	7 42	42 1 34	42 1 34	42 1 34
Vienna	7 42	42 1 34	42 1 34	42 1 34
Zurich	19 44	44 1 34	44 1 34	44 1 34
<b>AFRICA</b>				
Abidjan	22 66	66 sh	66 sh	66 sh
Algiers	19 44	44 1 34	44 1 34	44 1 34
Jerusalem				



## ART BUCHWALD

## Women's Throw-Weight

**WASHINGTON** — While summit watchers are divided on whether Reagan or Gorbachev came out best in Geneva, there was one person at the talks who really got a raw deal. He was Donald Regan, the president's chief of staff, who unfortunately spoke to a reporter as to the role of the leaders' wives at the conference.

In an interview with The Washington Post, Regan said that the coverage of Mrs. Reagan's and Mrs.



Gorbachev's activities in Geneva would have high appeal to women. "They're not going to understand throw-weights or what is happening in Afghanistan or what is happening in human rights," he said. "Some women will, but most women — believe me, your readers for the most part if you took a poll — would rather read the human interest stuff of what happened."

I knew Regan was in trouble when I walked into my office and found my assistant steaming over her coffee, and the Post article.

"Is he crazy?" Cathy wanted to know.

"No, he's a very sane man. He was only making a point that most women would rather read about Nancy and Raisa because your sex does not have the capacity to understand anything about throw-weights."

"What is throw-weight?"

"Well, it a — it has to do with something in the arms talks — like our side says, 'Don't throw your weight around at this table' and then the other side says, 'We'll throw our weight around there.' And then both sides walk out of the room. A woman would never understand it."

"Suppose I told you throw-

**Byron Letter Fetches \$50,000**

Reuters

**PARIS** — A letter dated 1823 from Lord Byron, the English poet, to the French novelist Stendhal fetched 380,000 francs (about \$50,000) at an auction of 19th-century letters and manuscripts.

weight is the total weight of what can be carried by a missile over a particular range. It is the weight of the business end of the rocket, and it includes the armaments along with the hardware necessary to get them to their targets back on earth from the apogee of a ballistic trajectory. They have been "boosted" to that height by the launch vehicle and after the other stages of the missile have fallen away.

"I'd say you were lying."

"How can Donald Regan believe that women are more interested in what Mrs. Reagan and Mrs. Gorbachev had for tea than war and peace between the superpowers?"

"He didn't exactly say that. He said that women by nature are much more fascinated by 'human interest stuff' than what happens in Afghanistan."

"Do you know where Afghanistan is?" Cathy asked.

"Not offhand, but if you give me an atlas I'll find it."

"The answer is yes, I would," he said, adding that he was not particularly bothered by the prospect that his death would satisfy his detractors.

"But I'd feel sorry, in a sense, for the people who have done this to me," he said, referring to the disciplinary panel. "There are certain rules of decency that you fight under, whether you're fighting communists or anti-communists or people you just don't like. I've been a tough fighter, but I hope I haven't kicked people when they're down."

For three decades, from the moment millions of television viewers saw him whispering to Senator Joseph McCarthy at a hearing, Cohn, then the senator's key aide, has been among the most durable and distinctive figures of his generation — smarmy to many, the powerful, patron of politicians, confidant of cardinals.

For the last three weeks, he has simply been, according to his green plastic bracelet, "Roy Marcus Cohn," a hyphenated patient number at a Washington-area hospital.

For much of that time, usually eight hours a day, his left hand is bound by adhesive tape to an intravenous device containing two bottles of clear fluid — part of the experimental cancer medication that he said he and eight others around the country were taking.

"Sometimes I think I've gotten married to a machine," he said. "When you wake up in the morning it's there and you feel like reaching over and putting it on. When you go to bed at night you look over to make sure it's feeling all right and that the light is flashing."

"The rest of the time, I feel like throwing it out of the window."

Cohn has defeated disbarment attempts before and said he was confident of fending

illness has softened his features. His walk

is halting, his touch slight and shaky; his eyes seem more melancholy than menacing.

His appearance became an issue during the closed-door disciplinary hearings in his case in September, when he showed up one day for five minutes. This was inadmissible medically, but, by his lawyer's admission, quite advisable tactfully.

"He appeared just so the committee panel members could see for themselves that he was in failing health," said Cohn's law partner and confidant, Thomas A. Bolan.

Cohn's speech, too, has changed, grown raspier, with occasional slurring of words. But his sentiments — particularly about the panel that has recommended his disbarment on the grounds that he misused a client's funds a decade ago — are no less pungent.

He called the five committee members "a bunch of deadbeat guys who could never get a significant job by election of the public or appointment by any responsible authority," and said that the panel's investigation of him was "a set-up."

"Let's say I'm very controversial, which I am. Of all the lawyers in the country, am I such a menace that I am supposed to be pulled out of a wastebasket after 10 years on the basis of a couple of stale, garbage-pail cases?"

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He called the five committee members "a bunch of deadbeat guys who could never get a significant job by election of the public or appointment by any responsible authority," and said that the panel's investigation of him was "a set-up."

"Let's say I'm very controversial, which I am. Of all the lawyers in the country, am I such a menace that I am supposed to be pulled out of a wastebasket after 10 years on the basis of a couple of stale, garbage-pail cases?"

Cohn has defeated disbarment attempts

before and said he was confident of fending

illness has softened his features. His walk

is halting, his touch slight and shaky; his eyes seem more melancholy than menacing.

His appearance became an issue during the closed-door disciplinary hearings in his case in September, when he showed up one day for five minutes. This was inadmissible medically, but, by his lawyer's admission, quite advisable tactfully.

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